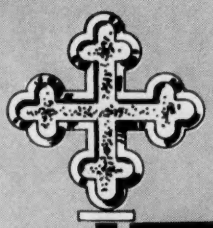
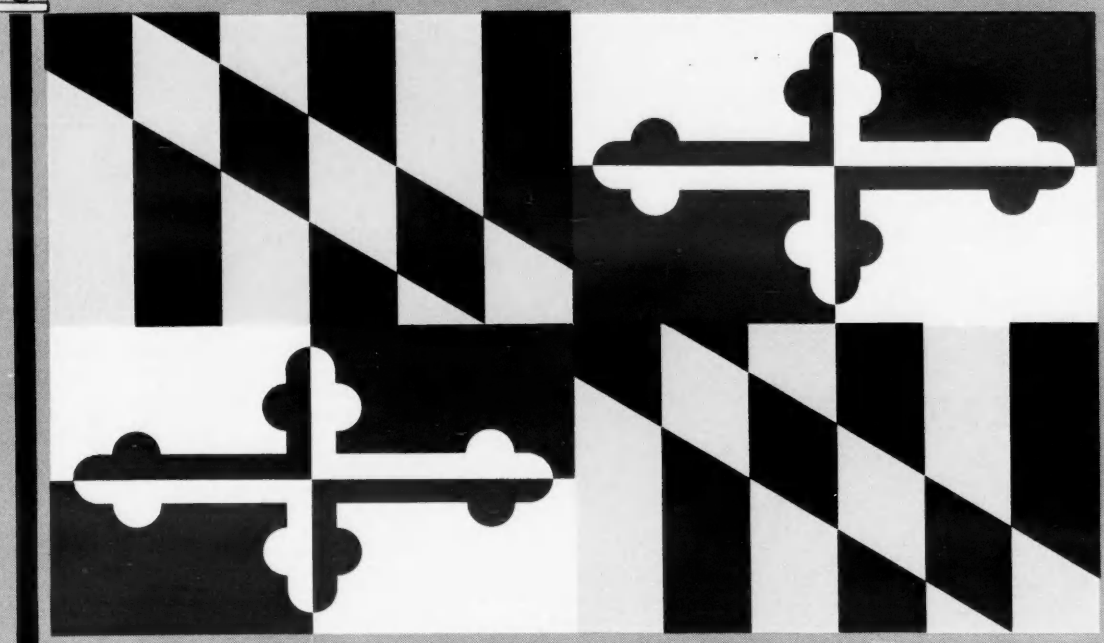
Trade and Industry

INCORPORATING THE BOARD OF TRADE JOURNAL
Volume 3, No. 3 Published by Her Majesty's Stationery Office 21 April 1971

Price 10p net



Any state with a flag like this must have a story to tell...



From the moment of its founding in 1634, Maryland, whose flag is a direct descendant of the coat of arms of the Calverts and Crosslands of England, has a story of growth and success unparalleled. And here is why: Close proximity to Washington, D.C., our nation's capital. One hour by air from New York. One of America's three leading science research centres. 44% of the U.S. industrial market and 37% of the U.S. consumer market are within one day fast rail freight delivery. Modern express highways afford overnight motor lorry delivery to 37% of the industrial market and 31% of the consumer market. The world port of Baltimore is located farthest west of all major East Coast ports. Daily flights between London and Friendship International Airport. Continuous supply of trained workers. Assistance in financing your plant and equipment. Plenty of land for plant site. So, if you want to broaden your opportunities by coming to America . . .

BEGIN WITH

maryland

SO MUCH OF AMERICA DID

Maryland Division of Economic Development
SuiteC, State Office Building
Annapolis, Maryland 21401, U.S.A.
Phone: (301) 267-5514

Trade and Industry

INCORPORATING THE BOARD OF TRADE JOURNAL

VOLUME 3. NO. 3. PAGES 109-164. APRIL 21, 1971
PRICE 10p. NET SUBSCRIPTION INCLUDING POSTAGE £7.60
Editorial Address: **Room 437, Department of Trade and Industry, 1 Victoria Street, London, S.W.1. 01-222 7877.**

Index to Statistics 110
Subscriptions, Advertisements, Reprints 110
Trade with Central and South America – 12. Nicaragua – a promising market for determined exporters 113
DTI to take over civil aerospace policy responsibility 115
BNEC Latin America and Caribbean merger 116
Technical barriers to trade in EFTA and the EEC 116
Trade drive in southern Germany 116
Polish Foreign Trade Minister visits United Kingdom 116
Factsheets on Britain and Europe 116
Continental shelf – new areas designated 116
Versatility of hovercraft proved by performance 117
Official appointments 117
Two more factories for Bishop Auckland 118
£3 million Cramlington electronics factory 118
Laser project sets up in Belfast 118
Open General Licence for iron and steel scrap 118
Application for a reduction in import duty on drained and glace cherries 118
'Lairdfield' Inquiry findings 118
Jute quotas not to be increased 119
First meeting of Committee on Property Bonds and Equity Linked Life Assurance 119
Double taxation relief 119
New station for Coastguard at Lade, Dungeness 119
Moneylenders Acts, 1900-1927 119
Parliamentary Answers 120
Parliamentary Answers on aviation and shipping 122
Government Surplus Sales 123

STATISTICS

The economy: selected indicators 124
United Kingdom trade in March 125
Capital expenditure of the manufacturing, distributive and service industries in the fourth quarter of 1970 130
Output of the wool textile industry 133
Business Monitor 133
Manufacturers' and distributors' stocks in the fourth quarter of 1970 134
Wholesale Price Index Numbers 138
New companies registered 141
Aircraft noise at Heathrow and Gatwick airports third quarter 1970 142
Production in the cotton industry 142
Registration of British and foreign films 144

EXHIBITIONS AND FAIRS

Orders may top £½ million mark 145
British commercial information office at Hanover Fair 145
Paris Air Show 145
Lyons International Trade Fair voted a winner 146
Big space increase for Toy Fair 146
HMSO will be at IPEX 146
World fishing goes across the sea to Ireland 147
'Going Metric' comes to Northern Ireland 147
Dusseldorf footwear exhibition a pace-setter again 147
California fashion first for womenswear 148
Successful joint venture at ISH for 11 firms 148
Keen British participation again this year at Malmo Motor Show 149
DTI establishments at the Physics Exhibition 149
Preparations under way for next Boat Show 149
Export Missions and Tours 150
Export Orders 151

OVERSEAS TRADE AND EXPORTS

The market in Okinawa for British consumer goods 154

TRADE AND FINANCIAL ARRANGEMENTS

North Korea and Nepal. Italy and Syria. Senegal and Mauritania. Norway and Romania 155

TARIFF AND TRADE NOTICES AND COMMERCIAL INFORMATION FROM OVERSEAS

Bulgaria: Customs tariff details 157
Canada: Labelling of foods, drugs and cosmetics in pressurized aerosol containers 164
Chile: Amendments to import tariff 164
Ecuador: Prior deposit rates on imports lowered 163
European Communities: Common agricultural and fisheries policy. Suspension of duties in the EEC. Common Customs Tariff. Tariff quotas in the EEC 156
France: Import regulations for certain foodstuffs. Liberalization of imports 157
Iran: General Export-Import regulations. Import registration fee 158
Israel: Road transport regulations 159
Morocco: Customs tariff modifications. Temporary suspension of imports 159
New Zealand: Tariff and Development Board Report. Emergency Protection Authority. Customs tariff inquiry – Import licensing affecting posthole diggers, etc. Import licensing schedule. Customs tariff changes 160
New Zealand and Australia: Free Trade Agreement – Customs tariff inquiry 163
Nigeria: Exchange control. Prohibited imports. Customs tariff changes 159
Pakistan: Pesticides 160
Peru: Import licensing of livestock products. General Industrial Law – Administrative Regulations. Foreign Exchange Control Regulations 163
Peru and Colombia: Customs Co-operation Agreement 164
Spain: Reduced duty-rates on certain capital goods. Customs Tariff modifications. Thermal power stations 157
Sweden: Price freeze 157

Any late announcements not indexed on this page will be found at the top of the following page.

Front cover photograph

Of the 40,000 copies of the 'ABC World Airways Guide', published each month by ABC Travel Guides Limited, 76 per cent are exported. The photograph shows the binding operation in progress at Index Printers, Oldhill, Dunstable, Bedfordshire.

All the latest timetables and fares information on the airlines of the world are contained in the guide. The worldwide quick reference section consists of city to city timetables in alphabetical order showing all through flights and principal transfer connections, with fares, airport and surface transportation information. The airline feature section shows at a glance the timetable network of individual airlines in alphabetical order, together with additional information appertaining to each company.

A separate section appears in relevant months showing details of advance summer and winter schedules. Supplementary information includes route maps, sector mileages, city codes, local taxes, excess baggage charges and free baggage allowances, currency and exchange rates and further fares information.

Index to Statistics published regularly in TRADE and INDUSTRY incorporating the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

All dates before October 21, 1970, refer to articles in the *Board of Trade Journal*.

Title	Last Published
Air transport:	
Aircraft noise at Heathrow and Gatwick airports (Q)	This week
Air miss reports (A)	1 April 1970
Mileage and traffic (A)	29 April 1970
Trade by air (6-M)	24 Mar. 1971
Balance of payments:	
Civil aviation (Q)	28 Oct. 1970
Trends in invisible transactions (Q)	10 Mar. 1971
UK balance of payments (Q)	10 Mar. 1971
Bankruptcy orders (Q)	17 Feb. 1971
Business names registered (A)	27 Jan. 1971
Capital expenditure:	
Distributive and service trades (A)	12 Aug. 1970
Industry's capital expenditure (Q)	This week
Catering trades turnover (M)	17 Feb. 1971
Chemicals industry (Q)	17 Feb. 1971
Companies:	
Acquisition and mergers (Q)	10 Feb. 1971
New companies registered:	
Gt. Britain (M)	This week
N. Ireland (M)	24 Mar. 1971
Computers:	
UK computer market (Q)	13 Jan. 1971
Construction work overseas (A)	14 Oct. 1970
Credit:	
Instalment credit business (M)	14 April 1971
International trade credit (A)	14 April 1971
ECGD business (Q)	3 Mar. 1971
Electronics capital equipment deliveries, research and development (Q)	27 Jan. 1971
Engineering and electrical goods:	
Deliveries and orders (M)	24 Feb. 1971
Film industry:	
British Film Fund Agency returns (M)	14 April 1971
Cinema admissions and takings (M)	17 Mar. 1971
Overseas payments and earnings (A)	23 July 1970
Registration of films (A)	24 Feb. 1971
Trends in film going (A)	22 July 1970
Food:	
Consumption levels (A)	24 Feb. 1971
Household consumption (Q)	10 Mar. 1971
Footwear industry orders and deliveries (M)	14 April 1971
Foreign trade:	
EFTA trade (Q)	17 Mar. 1971
Industrial countries trade and production (Q)	10 Feb. 1971
World exports of manufactures (A)	30 Sept. 1970
Foreign trade of the UK:	
Direct exports (A)	14 April 1970
Unit value and volume index nos. (M)	14 April 1971
Value of overseas trade (M)	This week
Value of overseas trade: analysis of trends (Q)	3 Mar. 1971
Gold and convertible currency reserves (M)	14 April 1971
Hairdressing trades turnover (M)	17 Feb. 1971
Hire purchase:	
Assets and liabilities of finance houses (Q)	18 Nov. 1970
Business (M)	14 April 1971
Industrial building (Q)	10 Feb. 1971
Industrial development certificates refused (A)	22 July 1970
Industrial production:	
Index nos. (M)	31 Mar. 1971
N. Ireland index (M)	31 Mar. 1971
Wales index (Q)	31 Mar. 1971
Insurance companies assets (A)	19 Aug. 1970
Investment:	
Book values of overseas direct investments (every 3 years)	23 Sept. 1970
Industry's investment intentions (3 times a year)	20 Jan. 1971
Investment and earnings overseas (A)	7 April 1971
Laundries and dry cleaners turnover (M)	17 Feb. 1971
Machine tools deliveries and orders (Q)	24 Feb. 1971
Man-made fibres:	
Analysis of production (A)	17 Feb. 1971
Analysis of production (Q)	17 Feb. 1971
Deliveries (Q)	17 Feb. 1971
Production (M)	31 Mar. 1971
Volume of production (M)	17 Feb. 1971
Motor industry:	
Car and commercial vehicle production (M)	31 Mar. 1971
Motor trades turnover (M)	24 Feb. 1971
Office development permits (Q)	10 Mar. 1971
Partnerships registered (A)	8 April 1970
Pension funds: assets (A)	19 Aug. 1970
Retail prices index (M)	31 Mar. 1971
Retail trades:	
Index nos. (M)	14 April 1971
N. Ireland index (M)	24 Mar. 1971
Royalty transactions (A)	31 Mar. 1971
Shipping:	
Movement at UK ports (M)	7 April 1971
Nationality of vessels in UK sea-borne trade (A)	10 Feb. 1971
Steel consumption (Q)	23 Dec. 1970
Stocks:	
Distributive and service trades (A)	12 Aug. 1970
Industry's stocks (Q)	This week
Retail (M)	17 Feb. 1971
Television:	
Overseas payments and earnings (A)	27 July 1970
Textiles:	
Clothing and textile orders and deliveries (M)	31 Mar. 1971
Cotton production (M)	This week
Hosiery production (M)	24 Feb. 1971
Wholesale houses sales (M)	31 Mar. 1971
Wool exports (Q)	25 Nov. 1970
Wool output (M)	This week
Tourism:	
International tourism (A)	23 Sept. 1970
UK tourist traffic (M)	14 April 1971
Wholesale prices:	
Average prices of selected commodities (A)	24 Feb. 1971
Index nos. (M)	This week

Department of Trade and Industry Organizations, etc.

Subjects	Last Published
Business Monitor titles	31 Mar. 1971
DTI addresses (former BOT offices)	3 Mar. 1971
DTI Regional Directors	3 Mar. 1971
British Commercial representatives overseas	7 April 1971
Customs notices of interest to exporters	31 Mar. 1971
Directory of DTI (formerly BOT) departments and their work	8 April 1970
ECGD local offices	14 April 1971
Index – Oct.–Dec. 1970	17 Feb. 1971
Official receivers offices	20 May 1970
Programme of trade promotions	3 Mar. 1971
Release dates of economic statistics	7 April 1971

SUBSCRIPTIONS

ADVERTISEMENTS

REPRINTS

TRADE and INDUSTRY (*incorporating the Board of Trade Journal*) is published weekly by Her Majesty's Stationery Office, price 10p annual subscription, £7.60 (including inland or surface but not air postage) and is obtainable directly from the following addresses: 49 High Holborn, London, W.C.1; 13A Castle Street, Edinburgh, 2; Brazennose St., Manchester; 258 Broad Street, Birmingham, 2; 109 St. Mary Street, Cardiff; 50 Fairfax Street, Bristol, 1; 7-11 Linenhall Street, Belfast, 1, or through any bookseller.

© Crown Copyright 1971

Short extracts can be published without specific permission providing that the source is duly acknowledged.

Subscriptions and sales inquiries should be addressed to the publishers at any of the above addresses.

Editorial Communications should be addressed to the Editor, *TRADE and INDUSTRY* (*incorporating the Board of Trade Journal*), Room 437, Department of Trade and Industry, 1 Victoria Street, London, S.W.1. (Tel. 01-222 7877, Ext. 2654.)

The views expressed in contributions emanating from other than official sources are not necessarily those of Her Majesty's Government.

Advertisements. Inquiries concerning the insertion of advertisements should be addressed to Her Majesty's Stationery Office, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1. (Tel. 01-248 9876, Ext. 6147.)

The Government will accept no responsibility for any of the statements in the advertisements and the inclusion of any particular advertisement is no guarantee that the goods or the service advertised herein have official approval.

Reprints of articles should be ordered within one week of publication, cost £3 per page (or part) for 250 copies, carriage extra. (Larger quantities 25p per page for each additional 125 copies.)

Orders for reprints should be addressed to the Director of Publications (P.I.), Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1.

Subscription form for Trade and Industry

incorporating the Board of Trade Journal

To Her Majesty's Stationery Office:

London, S.E.1: P.O. Box 569

Manchester 2: Brazennose Street

Cardiff: 109 St. Mary Street

Belfast 1: 7-11 Linenhall Street

Edinburgh 2: 13a Castle Street

Birmingham 1: 258 Broad Street

Bristol 1: 50 Fairfax Street

Enclosed please find £7.60 being one year's subscription to TRADE AND INDUSTRY (incorporating the Board of Trade Journal).

The copy should be sent to:

Name.....

Address.....

.....

The day we had a fruitful experience

One of our customers deals in imported tinned fruit. The day came when he ordered an ACT Container consignment of Australian produce.

19 Containers. Each carrying over 18 tons of tinned "Down-Under" sunshine.

They duly arrived – bang on time. Our client took delivery, a very happy man.

A simple story? Certainly. But just look...

He got this from ACT:–

1. A large saving in labour costs and handling.
2. A considerable saving in transit damage.
3. Peace of mind with prompt delivery.
4. A very useful start to a cut-back in transit insurance bills.
5. The use of ACT's distinctively bright, light Containers.
6. A fruitful experience – transport without tears.

To our esteemed client we can say but one thing.

Thanks for your repeat Container orders.

Give us a ring. And name **your** day.

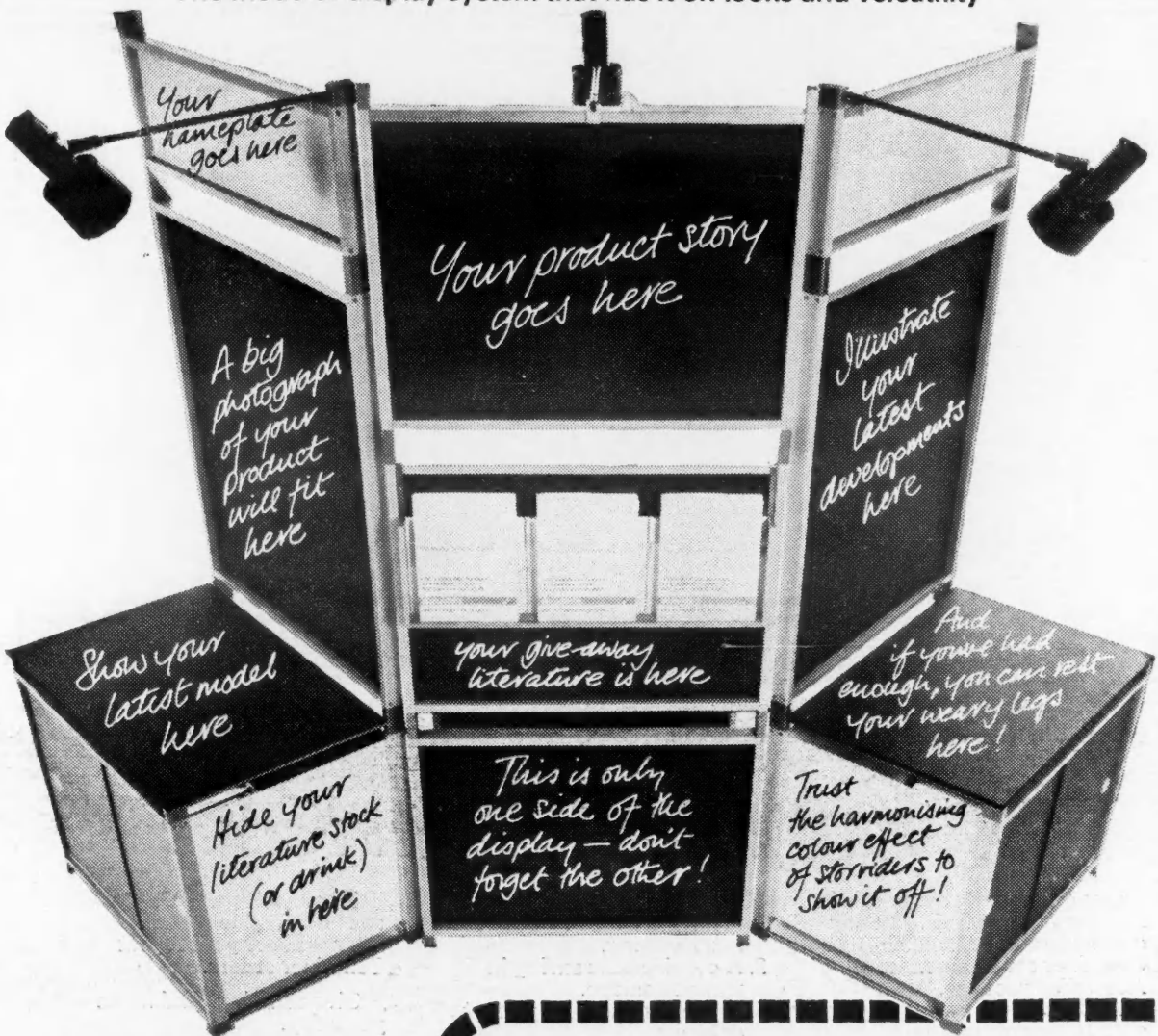
Associated Container Transportation Ltd.

136, Fenchurch Street, London E.C.3 Tel: 01-481 2567

LONDON REGION Orsett Depot, Brentwood Road, Orsett, Essex. Tel: 0375 5181. Telex: 27602. **MIDLAND REGION** College Road, Perry Barr, Birmingham B44 8DR. Tel: 021-356 8531. Telex: 338094. **N.W. REGION** Barton Dock Road, Urmston, Manchester. Tel: 061-748 9121 Telex: 668423. **LIVERPOOL** Orrell Lane, Bootle, Liverpool L20 6NR. Tel: 051-525 5268. Telex: 62666. **N.E. REGION** Wakefield Road, Stourton, Leeds 10. Tel: 0532 72211. Telex: 557336. **SCOTTISH REGION** Gartsherrie Road, Gartsherrie, Coatbridge, Lanarkshire. Tel: 0236 27526. Telex: 778582. **BRISTOL** 11 Park Street, Bristol BS1 5NF. Tel: 0272-25557/9. **BELFAST** Lawther & Harvey Limited, 16-20 North Howard Street, Belfast. BT13 2LT. Tel: 0232 20244. Telex: 74498. **DUBLIN** The British & Irish Steam Packet Co. Ltd., P.O. Box 19A, 12 North Wall, Dublin 1 Tel: Dublin 41821. Telex: 5356.

Show it off better with Storviders

The modular display system that has it on looks and versatility


Your nameplate goes here
Your product story goes here
A big photograph of your product will fit here
Illustrate your latest developments here
Show your latest model here
your give-away literature is here
And if you've had enough, you can rest your weary legs here!
Hide your literature stock (or drink) in here
This is only one side of the display — don't forget the other!
Trust the harmonising colour effect of Storviders to show it off!

Remember—Storviders exhibitors are usually the last to arrive—and the first to go home!

Storviders
MODULAR DISPLAYS
A member of the Panfocal Group of Companies

Panfocal Displays Ltd., 46 Osnaburgh Street, London N.W.1. Tel: 01-387 0251

I want to show it off better—tell me what Storviders can do.

Name _____

Position _____

Company _____

Address _____

Telephone _____

TI/4

P3824

TRADE WITH CENTRAL AND SOUTH AMERICA - 12

Nicaragua—a promising market for determined exporters

J. K. B. Davenport, M.B.E., First Secretary and Consul at British Embassy, Managua

NICARAGUA, the largest but least densely populated of the five Central American countries, is roughly the size of England and Wales with a land surface of some 57,000 square miles and a population of over 2 million of whom probably over 400,000 live in Managua, the capital.

Much of the territory is underdeveloped and unoccupied, more than half the area being covered by dense, tropical rain forest, and the two large lakes, Nicaragua and Managua. About one-fifth of the land mass is devoted to agriculture on which the country's economy largely depends. Cotton and coffee are the main export crops and sugar, rice, sesame, corn, beans, sorgum, coconut, yuca, tobacco, bananas, citrus and other fruits are also grown in commercial quantity. Cattle-rearing is a thriving industry. There are some 24 million head of cattle. Meat exports are second only to cotton in value, the United States taking an annual quota of 40 million lbs. of the total 71 million lbs. exported in 1969. The fishing industry is expanding and makes a sizeable contribution to the country's exports in the form of shrimps and lobsters. Timber is a valuable export and large afforestation plans have been prepared. Gold, silver and copper are mined in commercial and exportable quantities.

Because of the inhospitable territory in the east of the country, industry has tended to centre around the towns on the Pacific side which enjoy a more congenial climate and have better harbours. The main established industries are sugar refining, sawmills, food-producing, breweries and soft drink manufactures, tobacco, leather goods, textiles, cement, bricks and tiles, shoes, paint, plywood, matches and soap. Newer industries include the production of plastics, cosmetics and pharmaceuticals.

Imports and exports

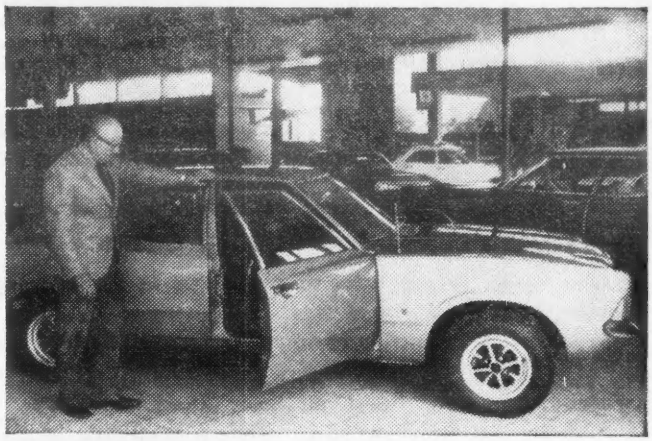
Britain's share of Nicaragua's import trade during 1969 amounted to just over US$7 million (provisionally US$6.4 million in 1970) – a very small fraction of the total of US$177 million. This gives us seventh place in the import league table, after the United States (US$66.6 million); the countries of the Central American Common Market (CACM); and Japan and Germany (each with about US$12.5 million).

The principal commodities imported during 1969 were:

1. Machinery and apparatus (US$43 million)
2. Chemicals and pharmaceutical products (US$28.6 million)
3. Manufactured articles (US$22.6 million)
4. Iron and steel manufactures (US$16.2 million)
5. Foodstuffs (US$12.2 million)
6. Vehicles and parts (US$11.85 million)

Nicaragua's exports during 1969 amounted to US$158.7 million. Cotton exports accounted for over US$45 million, fresh meat US$20.8 million and coffee US$20.6 million followed, a long way behind, by sugar (US$8.3 million), shrimps and lobster (US$6.8 million), and copper (US$5 million).

Preliminary figures for 1970 show Nicaragua with a favourable commercial balance for the first time in the last five years. Exports increased by US$21.2 millions (of which US$14.4 million went to the CACM countries). The pattern of exports is changing: traditional exports fell from 62 per cent to 55.1 per cent of the whole. Of non-traditional exports, meat increased by 27.6 per cent and tobacco by 25.5 per cent as compared with 1969. The net foreign exchange balance moved from a deficit of US$24 million in 1969 to a surplus of US$11.6 million in 1970.



Sr. Julio C. Martinez, President of Julio Martinez Automoviles S.A., British Ford distributors for Nicaragua, admiring a Capri in his company's showroom.

The market for British exporters

There are encouraging signs that the country's economy, which has been in the doldrums for the past four years, is starting to recover. Although GNP only showed a *per capita* increase of 0.7 per cent in 1970, production figures, government revenue and public investment tell a more encouraging story. There are clear indications of increased demand for 1971/72, and this promises well for British exporters who are prepared to make a determined effort to get into the market in the face of American, Japanese and German competition. Imports during 1970 amounted to US$194 million, the increase over the preceding year being in the category of consumer non-durables. The shift towards imports of consumer goods of CACM origin has continued, but although there remains a steady market for a wide range of consumer items, the government's development plans, which were sharply curtailed over the past two years, are expected to gain momentum in 1971 and there should be opportunities to British suppliers of capital equipment. The more important government projects are:

(a) A sewerage system and water-treatment plant for Managua. A loan agreement has been signed by Nicaragua and the Inter-American Development Bank (IADB).

(b) The improvement of dock facilities at El Bluff on the Atlantic coast and the construction of a river terminal at Rama, on the Escondida River. A loan agreement has been signed with the Central American Development Bank (CABEI) to finance this project. Dock facilities on the Pacific coast are also being improved.

(c) The improvement and creation of facilities on Lake Nicaragua, with the ultimate object of making access to the Atlantic coast at San Juan del Norte to the east, and of joining Lakes Managua and Nicaragua on the north-west. It is expected that

(*Continued on next page*)

NICARAGUA, *continued*

the first stage of this project will cost US$3½ million for which the government is shortly to issue a loan application.

(d) A proposal to construct a north-south coastal canal parallel to the Atlantic coast, using existing rivers, channels and internal lagoons is a possible project for the foreseeable future.

Several rural electrification schemes are on the drawing board and could provide openings for British manufacturers. And the proposed extension of Nicaragua's only cement plant, to produce an additional 500 tons by 1973, should offer sales prospects for manufacturers of cement equipment and plant. Road construction and road surface improvements are a major and continual concern of the Ministry of Public Works, calling for a steady demand for equipment. There are several gold, silver and copper mines in active production which, with coffee, sugar, cotton and banana plantations, could offer export opportunities for machinery and equipment such as light railways.

Lack of available finance over the last two years has affected imports of agricultural machinery and equipment but if, as now seems likely, the contraction in the traditional agricultural sector slows down and diversification programmes show continuing results, the demand for agricultural equipment and farm machinery should increase. Nicaragua's dependence on her agriculture and the need to extract every ounce of good from the land has led to the increasing use of fertilizers, insecticides, fungicides, and herbicides and, although a substantial quantity is produced locally, there is increasing scope for British suppliers – especially of new products. Equally, the use of large-scale irrigation to combat the long dry season is increasing the fertility and extending the area of arable land, and one British firm is at present involved in a £4.5 million project in the west of the country. Artesian well water is never far from the ground surface and pumps, especially the submersible type, should find a lucrative market.

The export of shrimps and lobster makes the fishing industry the fifth largest export earner; the comparatively small fleet of fishing vessels is gradually expanding and offers a ready, if competitive, market for diesel engines and marine equipment.

In the timber industry the re-afforestation in the east of the country will result in a future requirement for a pulp mill of some 150,000 tons per annum costing US$50 million. If this project is started soon the plant could be in operation by 1980.

The British aircraft industry is very much alive to increasing sales opportunities in both the civil and military sectors especially, but not only, in the light aircraft field.

Wright Rain field staff testing a pumping unit in Nicaragua. This is one of 150 borehole pumps installed by Wright Rain Ltd., Ringwood, Hants, as part of a 37,000 acre (15,000 hectares) irrigation scheme.

Trading methods

Although many of the larger Nicaraguan firms are able to correspond in English there is a much better chance of interest being aroused if correspondence and trade literature is in Spanish. Commercial correspondence should invariably be sent by airmail as the surface route can take anything up to several months to arrive. Prices should be quoted in United States dollars, cif Nicaraguan port, and invoices should be as simple as possible and free from additional charges (which Nicaraguan firms find annoying). Suppliers are expected to keep to their delivery dates – an important requirement in a market where, in many instances, the importer places orders on his customer's specific requirements for delivery in relation to a particular crop or project.

Agencies

Many of the best-known manufacturers from the United States, Japan, Europe and the United Kingdom are already represented in Nicaragua. The best local agents have as many agencies as they can comfortably handle and are reluctant to take on new business unless there is a clear promise of reward. The price differential for United Kingdom goods compared with those from the United States can be attractive. Most agents import on their own account and, with only one or two exceptions, do not specialise in any

TRADE WITH CENTRAL AND SOUTH AMERICA

Previous articles in this series were published in the following issues of *Trade and Industry:*

Costa Rica: small but rich in opportunities	October 28, 1970
Peru: the changing economy	November 11, 1970
The Venezuelan economy and Anglo-Venezuelan trade	December 2, 1970
Panama: the right time to tackle a promising market	December 16, 1970
Brazil: one of the world's most exciting and varied markets	December 30, 1970
El Salvador: the little giant	January 13
Bolivia: low in the league table but high in potential	January 27
Export prospects in Mexico for the next six years	February 17
The Dominican Republic: an economy restored	March 3
Guatemala diversifies her economy	March 17
The Andean Pact – a vehicle of economic integration	April 7

AN EXCLUSIVE, RELIABLE, PROMPT TRANSLATION SERVICE IN THE MIDLANDS!
Technical, Legal and Commercial Translations by Experts
THE DUPLOYEN INSTITUTE
Established in 1870 by the late Dr. Gustave H. Duployé
Separate department for the most intensive tuition, all languages. Special classes for the Directors and the other busy Executives organised at the firm's premises and at our Head Office:—
27 WATERLOO STREET, BIRMINGHAM, B2 5TJ. Tel.: 021-236 5431

particular category of products. The quality of agents varies but, on the whole, Nicaraguan firms have a serious concern for their responsibilities and make fairly active and conscientious business connections.

Personal visits

In this comparatively small and intimate market a personal visit by a factory representative is by far the best means of making contact, whether it be to appoint an agent, survey the market possibilities or to conduct a direct sales campaign. And because all the capital cities of Central America are within an hour's reach by air, and as access to both South America and the United States is easy, the visitor can conveniently cover several markets economically. The best season to visit is between February and May when the cash crops are sold and money becomes available.

Joint manufacturing ventures, local assembly projects and investment

Because of restrictions and slack economic conditions there was less foreign investment in Nicaragua during 1970. Nicaragua however needs, and welcomes, an influx of foreign capital and know-how to modernise her industries. Labour is still comparatively cheap thus providing an economic basis for labour-intensive joint venture schemes in such industries as ladies' shoe manufacture, radio assembly, etc. The Nicaraguan government is favourably disposed towards capital and technical participation by foreign interests and offers tax and tariff incentives to joint ventures of this kind, especially in productive industries which make use of domestic resources. Full and free convertibility of the *cordoba* is a key policy of the government and there are no limitations on exchange transactions.

Consultancy and technical services

As Nicaragua's economy develops so is the requirement for expertise and technical assistance growing. Despite America's head-start through her various aid programmes, British consultancy services have always been to the forefront in the consultancy stages of government projects, such as port development schemes, irrigation projects, etc., and the services rendered by British firms in this field are highly regarded. There is certainly a growing requirement for consultancy work.

Conclusion

This is a small but expanding market. In spite of a restrictive financial policy applied in recent years in deference to IMF advice, the economy has progressed significantly. Sensible diversification policies will lead to increased earnings in the future. Although the market is dominated by United States exporters and importers, Nicaraguans are generally anxious to develop a higher volume of trade with Europe. They will therefore welcome approaches from British exporters, who should be able to gain a larger share of the market.

DTI to take over civil aerospace policy responsibility

Government proposals for a major reorganization of its defence, research, development, production and civil aerospace activities, embodied in a White Paper (Cmnd. 4641, HMSO 35p), were outlined in the April 14 issue of *Trade and Industry*.

THE MAIN PROPOSALS are to combine the existing Ministry of Defence and Ministry of Aviation Supply responsibilities for the procurement of defence equipment in a single organization to be known as the Procurement Executive, under the Secretary of State for Defence. The Ministry of Aviation Supply will be wound up on May 1, 1971, and the Secretary of State for Defence will take over responsibility for its research, development and production activities. The Secretary of State for Trade and Industry will take over responsibility for civil aerospace policy, including relations with the industries concerned, launching aid for civil aircraft, and other civil aerospace policy matters, calling on the Procurement Executive for technical advice and for the management and execution of civil programmes.

Summary of recommendations

The following is a summary of the recommendations made in the White Paper relating to civil aerospace:

Subject to special arrangements for the Concorde Project, whereby its management team is transferred to the Secretary of State for Trade and Industry and its specialist supporting staff remains with the Procurement Executive, the Government resources both for the execution of civil and military aerospace work and for the management of such work in industry should continue to be handled by a single organization. The procurement organization should be responsible for the execution and management of government programmes of civil aerospace research, development and production as well as for defence procurement but policy responsibilities for the aerospace industry and for civil aerospace research and development and projects should pass to the Department of Trade and Industry.

In accordance with arrangements to be agreed, the Department of Trade and Industry should keep the procurement organization informed of their policy towards the aerospace industry; pass their requirements, including financial authorizations, for civil aerospace research and development and projects to the organization; and institute appropriate procedures for monitoring progress and for handling any modifications.

A Ministerial Aerospace Board consisting of the Secretaries of State for Defence and for Trade and Industry, or their representatives, should be set up to oversee the collaboration between the two Departments and to be the authority for any instructions and policy guidance on aerospace matters that require to be given by the Board to the procurement organization through the Secretary of State for Defence. Responsibility for co-ordinating space procurement policy should lie with the Ministerial Aerospace Board reinforced for this purpose by the Secretary of State for Education and Science and the Minister of Posts and Telecommunications.

Operational responsibilities for space activities should remain with customer departments; policy and financial responsibility for the United Kingdom Space Technology Programme should pass to the Department of Trade and Industry as part of its general responsibilities for the aerospace industry; technical and managerial responsibility for the existing space activities of the Ministry of Aviation Supply should pass to the procurement organization, costs being recovered from the customer departments outside the Ministry of Defence.

For the remaining aerospace activities the technical and executive responsibilities at present with the Ministry of Aviation Supply should pass to the procurement organization, with policy and operational requirements fed in from the Department of Trade and Industry or the proposed Civil Aviation Authority as the case may be.

The Department of Trade and Industry should not attempt to duplicate the considerable resources and expertise that will be available to them from the procurement organization in the Ministry of Defence but should establish a high quality technical and administrative unit with the principal tasks of advising the Secretary of State for Trade and Industry and, as necessary, the Aerospace Board on Government policy for the aerospace industry and of ensuring that the future needs of the civil air transport industry and of other civil customers are assessed and met within the limits of the technical and financial resources available.

There should be full access, as of right, by staff of the Department of Trade and Industry dealing with civil aerospace to the relevant research and development establishments and headquarters staffs of the defence procurement organization and firm and formal arrangements should be made for this.

BNEC Latin America and Caribbean merger

SIR PETER ALLEN, chairman of the British National Export Council, announced on April 14 that the BNEC committees for Latin America and the Caribbean are to be merged with effect from May 1. The new committee will be known as BNEC Latin America and Caribbean (CELAC).

Its chairman will be Mr. James Longmore, the chairman of BNEC Latin America and executive director of the Bank of London and South America. His deputies will be Mr. Michael Hughes, chairman of Thomson Hankey and Co. Ltd., who will have special responsibility for the Caribbean, and Mr. John Wilson, director of Cooper McDougall and Robertson Ltd.

The new committee will consist of members drawn from the Latin America and Caribbean committees.

Commenting on the formation of the new committee Mr. Longmore said: 'By rationalizing the two committees serving an area very closely linked geographically, BNEC is strengthening the cause of British exports to this area. Many British companies combine the two areas under one top management market grouping and in fact many of the representatives of the new committee deal with both areas. By merging the two committees we will be able to draw on their extensive business knowledge and co-ordinate the export promotional activities throughout the region, which comprises some 36 countries to which our exports in 1970 were worth over £450 million.'

The first meeting of the new committee will be held on May 10.

Technical barriers to trade in EFTA and the EEC

THE SECOND HALF OF an EFTA case study on technical specifications as a non-tariff barrier to trade appears in the April issue of *EFTA Bulletin*. The article contrasts the approaches made to the problems of technical barriers in both EFTA and the EEC and compares the results which they have separately achieved.

Two articles on transport appear in the latest issue. The first looks at the importance of transport systems in the growth of Scandinavian trade and the other considers the various routes and types of transport in the trade between Switzerland and Austria.

Also included is a feature on the influence of the EFTA countries on international fashion. The article is supported by fashion pictures and statistics showing EFTA trade in clothing and footwear.

The latest EFTA diary of events in the EEC negotiations traces developments up to mid-March.

Copies of the April issue of *EFTA Bulletin* are available free of charge from the EFTA Information Centre, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2479/2480).

Polish Foreign Trade Minister visits United Kingdom

THE POLISH MINISTER for Foreign Trade, Mr. Kazimierz Olszewski, is visiting London this week (April 20-24) at the invitation of the Secretary of State for Trade and Industry. Mr. Olszewski is accompanied by senior officials of his Ministry.

The main purpose of Mr. Olszewski's visit to London is to sign the new Long Term Economic and Trade Agreement between the United Kingdom and Poland. The terms of this Agreement were finally settled at official negotiations held in London last month.

This is Mr. Olszewski's first official visit to London since he became Minister for Foreign Trade last February. During his visit he will meet Ministers at the Department of Trade and Industry, the Foreign and Commonwealth Office, and the Ministry of Agriculture, Fisheries and Food; and he will be discussing future prospects for Anglo-Polish trade particularly in the light of the United Kingdom's application for membership of the Common Market. Whilst in London Mr. Olszewski will be entertained by the London Chamber of Commerce and the East European Trade Council and will also visit the Engineering Exhibition at Olympia at which Poland is presenting a national exhibit for the first time.

Factsheets on Britain and Europe

THE CENTRAL Office of Information has announced that the second in the fortnightly series of free Government leaflets dealing with the Common Market is now available from post offices. The leaflet 'How the Common Market Works' explains the four constituent institutions – the Council of Ministers, the Commission, the Court of Justice and the European Parliament.

Mr. Michael Noble (right), Minister for Trade, received Mr. Robert Bourassa, Prime Minister of Quebec, at the DTI headquarters in London on April 14, for a general discussion on economic questions. Mr. Bourassa is on a tour of Europe during which he hopes to hold discussions with industrialists on investment in the Province of Quebec.

Continental shelf—new areas designated

AN ADDITIONAL 31,000 square miles of the continental shelf have been designated by an Order in Council published on April 13 as areas in which the United Kingdom's rights to the sea bed and subsoil and their natural resources are now exercisable.

The new areas are off the coasts of North Scotland, north west of the Outer Hebrides, in the English Channel westwards from the Sussex coast and in the Western Approaches.

The area in which holders of petroleum exploration licences may search for but not get oil and gas is automatically increased by these areas, which are additional to the 137,000 square miles previously designated.

Background notes:

The Continental Shelf (Designation of Additional Areas) Order, 1971 (SI 1971 No. 594) made under Section 1(7) of the Continental Shelf Act, 1964, designates the following additional areas:

(1) An area West of Cornwall from 7°W to 8°36′W and extending from 50°50′N to 49°50′N.

(2) An area in the English Channel extending from East of the Scilly Isles to Sussex and extending South to 49°50′N.

(3) An area extending from the outer limits of territorial waters off the west coast of Scotland to 9°24′W and southwards from 55°50′N to 55°40′N in the North Channel (near the Mull of Kintyre).

(4) An area North of the Shetland Islands bounded on the North by the 62°N parallel, on the South by 61°40′N and extending eastwards from the 2°W meridian to the Anglo-Norwegian median line boundary.

A petroleum exploration licence is non-exclusive, and permits the holder to search for but *not* get oil and gas in any designated area and in United Kingdom territorial waters *except* where exclusive production licences are in force. An exploration licence, which costs £1,000 per annum, may be applied for at any time. Twenty-four such licences granted under the Petroleum (Production) Regulations 1966 (SI 1966 No. 898) are currently in force.

The Secretary of State recently stated that an announcement would shortly be made about inviting applications for production licences: this could include parts of the newly designated areas.

Trade drive in southern Germany

A TRADE DRIVE in southern Germany, aimed at steering British exporters towards a rapidly developing market for capital goods, will be promoted in 1972/73 by the Department of Trade and Industry in collaboration with BNEC Export Council for Europe. The emphasis of the drive will be on capital equipment and components. Exhibitions, technological symposia, trade fairs and retail store promotions will also feature in the drive.

Sales of British goods to West Germany have grown rapidly in recent years – exports for 1970 being almost double the figure for 1967.

Versatility of hovercraft proved by performance —Mr. David Price

OPENING THE Second International Hovercraft Conference at Southampton College of Technology on April 14, Mr. David Price, Parliamentary Under-Secretary of State, Department of Trade and Industry, said:

'This new technology has reached an interesting and perhaps most difficult stage. So many relevant questions may now be posed and there is sufficient experience to evaluate the answers.

'The versatility of the concept has been enhanced by proof in performance. The glamour stakes have been won by the outstanding successes of the SR-N6 in the Amazonas expedition of 1968, and the Trans-African expedition of 1969, when it proved its ability to cope with conditions which no other form of transport could contemplate. But the N6 did not rely solely on spectacular performances, it also demonstrated a dependability in the more conventional roles; it will be found on patrol and survey duties in out-of-the-way places across the globe, as well as on passenger ferry work on the Solent.

'The pioneering undertaking on the N6 paved the way for the full-scale cross-Channel service which was opened by the SR-N4 in 1969. This 160-ton craft gave the operators their first real opportunity to provide a fast service route to the Continent. The SR-N4 has already begun to take a substantial share of this increasing traffic. Last year on their segment of the routes, its operators carried over 20 per cent of this traffic and they are preparing for an even larger slice in the coming season.

'This achievement is to be seen against the background of continuing technical improvement of the craft itself. Skirt problems encountered in the early phases have been tackled with enthusiasm and it is this determination on the part of engineering staffs that has been the hallmark of hovercraft advance. Ninety-five per cent reliability and higher is now being recorded on this route.

'With airscrew-propelled amphibious craft consolidating their position in the field of commercial operations, a parallel effort has been made by manufacturers of water-screw craft. The sidewall HM2 has undergone major re-development and returned in a Mark III version which, apart from higher all-round performance, is giving increased passenger comfort. The much larger VT1 now on its final evaluation trials is almost ready to enter regular service; it, too, has made a favourable impression with its ability to give a smooth ride in unsettled sea conditions. The small sporting craft are also finding a place in our increasingly recreational society.

'The possibility of helping to solve some of the transportation problems of the 1970s and 1980s through the use of tracked Air-cushion vehicles is being studied in Britain and in other countries and this topic is attracting a good deal of interest.

'During the last two years, interest in the movement of heavy and unusual loads has assumed significant proportions. The National Ports Council reported in Autumn 1970 that the movement of unitary loads of 250 tons and upwards posed particular problems, and pointed out that the costs of bridge and road strengthening can be greater than costs of air-cushion assistance to special vehicles.

'British engineers have collaborated to produce transporters capable of overcoming these problems. In January of this year, oil storage tanks weighing over 250 tons were re-sited with a minimum of manpower and time using the air-cushion method. A heavy aircraft blocking a runway may now be lifted on air-cushions and removed thus freeing a runway for normal traffic. Hover-trailers of six and 10 tons are capable of carrying bulky equipment over difficult terrain and offer a valuable facility to contractors with site problems. The ramifications of these achievements have spread well beyond Britain and we look forward to the creation of new markets.'

Official appointments

THE SECRETARY of State for Trade and Industry has authorized the following appointments:

Councillor W. F. L. Venton, to be a member of the Southern Gas Consultative Council.

Mr. J. C. H. Booth, Professor S. R. Dennison, and Mr. J. W. Harper to be re-appointed as part-time members of the North Eastern Electricity Board.

Mr. P. C. Ashton to be a part-time member of the South Western Gas Board from May 1, 1971.

VIVA
VICEROY
INTERNATIONAL

Designed and produced today to train tomorrow's craftsmen, VICEROY Machine Tools are in constant use in technical training and industrial establishments throughout the World.

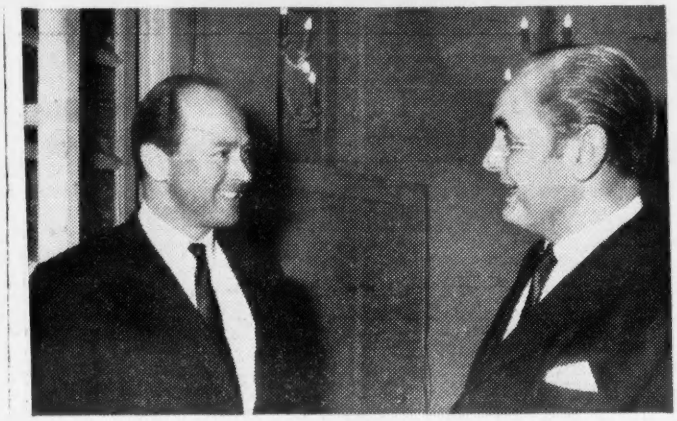
THE VICEROY range includes:-

* METAL AND WOOD TURNING LATHES
* MILLING MACHINES * DRILLING MACHINES
* CARPENTERS TOOL SHARPENING MACHINES
* GRINDING & POLISHING MACHINES
* DRILL GRINDING MACHINES
* FORGES & BRAZING HEARTHS

Technical literature available on request.

DENFORD MACHINE TOOLS LTD

BRIGHOUSE HD6 1NB YORKSHIRE, U.K. TEL: Brighouse 2264/5/6
Export Office – 12/13 Robinson Row, Hull, U.K.
Tel: Hull 36304 Cables: VICEROY-HULL



Sir John Eden (left), Minister for Industry, meeting Mr. Percival Allaway, president of the Electronic Engineering Association, 1970-71, on April 7. Sir John's speech, in which he spoke of the Association's 'excellent record of growth and export performance', was reported in last week's Trade and Industry, *page 75.*

Two more factories for Bishop Auckland

THE DEPARTMENT of Trade and Industry has announced that work is about to commence on two factories which the English Industrial Estates Corporation are to build for Bydand Ltd., on the Tindale Crescent Industrial Estate, near Bishop Auckland.

The first of these units is about 71,000 sq. ft. and will be occupied by Stayne Laboratories Ltd., a subsidiary of Bydand Ltd., for the manufacture of pharmaceutical preparations.

Bio-Plastics Ltd., another subsidiary of Bydand Ltd., are to occupy the second factory which will have an area of some 23,000 sq. ft. and be used to produce plastic goods.

Work will begin during April and both factories will be ready for occupation within the year.

When full production is reached a total labour force of over 400 will be employed in these two factories and half of the jobs will be for men.

£3 million Cramlington electronics factory

BURROUGHS MACHINES LTD., the computer and business automation group, has chosen Cramlington, Northumberland, as the site for a new £3-million Printed Circuit Board (PCB) factory.

Scheduled for completion next year, the 75,000 sq. ft. factory will provide at least 300 jobs initially, equally divided between men and women, up to 15 per cent of which will be for university graduates.

Laser project sets up in Belfast

MR. ROY BRADFORD, Northern Ireland's Minister of Commerce, has announced details of a new project which will make Northern Ireland a commercial base for the manufacture of lasers.

A new company, Electro Photonics Ltd., has been set up on the outskirts of Belfast and within four years it expects to employ 70 people, most of them men. It will produce lasers and a range of associated equipment, all of which come within the scientific field known as opto-electronics.

This is a relatively new technology based on advances which have taken place in the research and development into the application of lasers.

Electro Photonics, with assistance from the Ministry of Commerce and financial support from Technical Development Capital, has already gone into production. In the company's 7,000 sq. ft. government factory on the Dunmurry industrial estate, company director, Peter Morcombe, an electronics engineer, stated that progress was well up to schedule in terms of production and factory alterations.

Open General Licence for iron and steel scrap

FOLLOWING THE REMOVAL of the export control on turnings and borings and compressed baled material other than compressed unused steel scrap with effect from March 8 and March 29, 1971, respectively, it has further been decided, in the light of a general slackening in demand, to remove the export controls on most better quantities of steel scrap.

With effect, therefore, from April 22, 1971 an Open General Licence will come into operation, permitting the export of better qualities of steel scrap except compressed unused steel sheet and sheet cuttings valued at up to £30 per ton. The situation will be reviewed in October 1971.

The text of the Open General Licence is as follows:

EXPORT LICENCE – IRON AND STEEL SCRAP

Open General Licence dated April 19, 1971, granted by the Secretary of State; The Secretary of State, in pursuance of Article 5 of the Export of Goods (Control) Order 1970 (a), hereby grants an Open General Export Licence authorising the exportation, other than to a destination in Southern Rhodesia, of the following goods namely:—

Scrap and old metal being material wholly or mainly by weight of iron, steel or alloys containing 50 per cent or more by weight of iron and having a value as required by the Commissioners of Customs and Excise to be declared not exceeding £30 per ton other than:—

i. material derived from armour plate,
ii. material derived from goods of a description included in Group 1 of Schedule 1 to the said Order,
iii. compressed unused sheet and sheet cuttings,
iv. cast iron except cast iron in consignments containing not more than 15 per cent of cast iron.

The Open General Licence relating to iron and steel scrap and dated March 22, 1971, granted by the Secretary of State is hereby revoked. This instrument shall come into operation on April 22, 1971.

N. E. Robins,
An Assistant Secretary
Department of Trade and Industry.

April 19, 1971.

(a) SI 1970/1288.

Inquiries should be addressed to the Department of Trade and Industry, Export Licensing Branch, 54 Broadway, London, S.W.1; from whom copies of the Open General Licence may be obtained, free of charge. This and any future Open General Export Licences will not be published by HMSO.

Application for a reduction in import duty on drained and glace cherries

THE DEPARTMENT of Trade and Industry are considering an application for a reduction in the import duty on:

Drained and glacé cherries, ex Tariff sub-heading 20.04(B) to 10 per cent *ad valorem*.

A statement of the applicant's case will be made available to interested parties who give an undertaking to treat the information contained in the statement in strict confidence. Requests for the statement, together with an undertaking in these terms, should be addressed to the Tariff Division, Department of Trade and Industry, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, not later than May 5, 1971.

Any representations which interested parties may wish to make in connection with this application should be submitted in writing to the Department of Trade and Industry at the above address. Such representations in summarized form and without attribution to source may be passed to the applicants for comment. Those making the representations should stipulate any particular points which they do not wish to be disclosed.

Background notes:

The present full and EFTA rate of duty on drained and glacé cherries ex tariff sub-heading 20.04(B) is 20 per cent; imports from the Commonwealth and the Irish Republic are duty-free.

The bulk of United Kingdom imports come from France. Total imports last year were valued at £1.8 million.

Crystallized cherries and drained, glacé or crystallized fruit peels, which are also classifiable to 20.04(B), are not covered by the application.

'Lairdsfield' inquiry findings

THE FINDINGS of the Court of Inquiry into the loss of MV 'Lairdsfield' will be announced at 10.30 a.m. on Thursday, April 22, 1971, at the Law Courts, Strand, London, W.C.2.

Jute quotas not to be increased

JUTE QUOTAS are to remain unchanged for a further year, Mr. John Davies, Secretary of State for Trade and Industry, said in a written answer in the House of Commons on April 8.

Answering a question on the arrangements to be made for importing jute textiles after April 30, 1971, Mr. Davies said:

'After careful consideration of all the interests involved, I have decided not to allow an increase in the existing quotas for a further year.

'I am very conscious of the desirability of improving access by overseas suppliers of jute textiles to the British market. However, I have had to give due weight to the present quite special circumstances of the Dundee area, deriving from the recent turndown in domestic jute textile production, reduced employment both in jute textiles and in other industries, and a sharp rise in local unemployment.

'I intend to review the position next year, particularly in the light of any decision on EEC entry. Meanwhile, existing quota holders will be invited to apply for licences for 1971/72.'

Background note:

Quotas on certain jute textiles were introduced in 1969/70 to replace earlier forms of protection. It was made clear to foreign suppliers (mainly India and Pakistan) that no firm undertaking could be given about progressively increased opportunities of access to the United Kingdom market in future years. This would be dependent on the state of the United Kingdom market and the employment situation in Dundee.

Last year quota levels were reviewed for the first time and the previous administration decided against making any change in view of the declining United Kingdom market and the deteriorating employment situation in Dundee.

During the past year, the United Kingdom market for jute textiles has declined still further largely because of increasing competition from synthetic substitutes. Employment in jute textiles has declined from 15,000 to less than 12,000 in the past two years. The Dundee employment situation has been exacerbated by major redundancies in other industries over the past year and unemployment is now 6 per cent (8.1 per cent male). This is more than last year and higher than at any time since the war.

The decline in jute textile employment in Dundee has not been due to imports under the quota scheme, but has been caused by the rapid penetration by synthetics into important jute end uses and by major technological changes in end uses.

Dundee has developed a share of the new synthetic industry but it is less labour intensive than jute and, unlike jute, there are manufacturers in other parts of the United Kingdom.

Firms who currently have allocations against the quotas will receive written confirmation of their allocations for the 1971/72 quota year which will be for substantially the same quantities as 1970/71. A new notice to importers will be issued shortly, but existing allocation holders should now apply for import licences for 1971/72.

First meeting of Committee on Property Bonds and Equity Linked Life Assurance

THE COMMITTEE on Property Bonds and Equity Linked Life Assurance, appointed by Mr. John Davies, Secretary of State for Trade and Industry, have held their first meeting to consider the scope and nature of their work.

The committee, under the chairmanship of Sir Hilary Scott, decided to invite written evidence from individuals and organizations.

They ask that those wishing to give evidence contact the Secretary to the Committee, Mr. A. Berry, at Dean Bradley House, 52 Horseferry Road, London, S.W.1 (Tel. 01-799 5688, Ext. 122 or 56).

Background notes:

The terms of reference of the Committee announced in the House of Commons on February 10, are:

'To consider the working of the Insurance Companies Acts, 1958-1967, and of the Prevention of Fraud (Investments) Act, 1958, in so far as the latter is relevant, in the light of life assurance schemes involving the issue of equity-linked policies, unit-linked policies, property bonds and similar schemes, and to advise on the adequacy of the protection afforded by these Acts to policy holders in these schemes.'

Double taxation relief

THE BOARD of Inland Revenue announce that orders entitled The Non-Residents Transitional Relief from Income Tax on Dividends (Extension of Period) Order 1971 (which came into operation on April 6) and The Transitional Relief for Interest and Royalties paid to Non-Residents (Extension of Period) Order 1971 (which came into operation on April 1, 1971) have been published as Statutory Instruments 1971 No. 562 and No. 563.

The Orders extend, in each case by a further period of one year, the operation of Section 31 and 32 Finance Act 1966.

New station for Coastguard at Lade, Dungeness

THE NEW HOUSING STATION of HM Coastguard, Lade (part of the overall scheme to modernize the station at Dungeness), was officially opened at a ceremony there on April 16.

The new buildings comprise the offices and houses for the personnel. The opening ceremony was performed by Mrs. John Douglas, wife of the Chief Inspector, HM Coastguard.

Moneylenders Acts, 1900-1927

THE FOLLOWING CHANGES have taken place during the six months from October 1, 1970 to March 31, 1971, in the list of companies which hold Orders of Exemption, issued under Section 6(e) of the Moneylenders Act, 1900:

ADDITIONS:

ANZ Overseas Finance Ltd.
Austin Morris Group Facilities Ltd.
Baldrene Ltd.
Coupon Finance Co. Ltd.
C. P. Choularton Sons & Partners Ltd.
Development Finance International Ltd.
E. C. Genner & Co. Ltd.
Lancashire Engineering Equipment Co. Ltd.
Lomond Trust Ltd.
London and Provincial Investments Ltd.
Midland-Citibank Factors Ltd.
Pleasure Heating Finance & Developments Ltd.
Property Investment and Finance (Developments) Ltd.
Scottish and European Finance Ltd
South Birmingham Savings Society Ltd.
Suffolk Securities Ltd.
Vigo Industrial Developments Ltd.

DELETIONS:

Alex Lawrie Factors Ltd.
Bridgewater Finance Co. Ltd.
Cleveland Credit Ltd.
Contemporary Finance Co. Ltd.
Eagil Trust Co. Ltd.
Equity (Plant & Equipment) Ltd.
Firestone Tyre & Rubber Co. Ltd.
Gavel Finance Ltd.
Grenville Street Holdings Ltd.
Hamilton House Associates Ltd.
National City Financial Trust Ltd.
Ogden Street Estate Ltd.
Pennant Finance Co. Ltd.
Scottish Central Finance Ltd.
Sterlinvestments Ltd.
Survey & General Investment Co. Ltd.
Syndicate Credits (Cheshire) Ltd.
Syndicate Credits (Denbighshire) Ltd.
Syndicate Credits (Essex) Ltd.
Syndicate Credits (Northumberland) Ltd.
Syndicate Credits (Nottinghamshire) Ltd.
Syndicate Credits (Surrey) Ltd.
Syndicate Credits (Warwickshire) Ltd.

THE FOLLOWING CHANGES have taken place during the six months from October 1, 1970 to March 31, 1971, to the list of persons who hold certificates under Section 123 of the Companies Act, 1967, to the effect that they have satisfied the Department of Trade and Industry that they can properly be treated for the purpose of the Moneylenders Acts, 1900 to 1927, as being persons bona fide carrying on the business of banking.

ADDITIONS:

Banco do Estado de Sao Paulo SA
Goulston Finance Corporation Ltd.

DELETION:

Goulston Banking Corporation Ltd.

Parliamentary Answers

Below is a selection of Parliamentary Answers of interest to trade and industry

WEDNESDAY, APRIL 7

Gross investment in machinery in West Europe

Several questions were asked on the average annual percentage increase in gross investment in machinery and equipment at fixed prices in the French, German, Italian, Dutch, Belgium/Luxembourg and United Kingdom motor manufacturing, steel, building and construction, cement, paper, chemicals, shipbuilding, food manufacturing, manufacturing industry, electrical engineering and mechanical engineering industries, respectively, since 1958. Mr. Nicholas Ridley, Parliamentary Under-Secretary of State for Industry said: the information is not available in the required form. The following table shows figures for gross investment in all fixed assets for the latest readily available periods. Comparisons for the cement industries are not available.

Increase in gross fixed investment at constant prices in certain countries and industries

Average annual percentage increase for the periods shown

	France	German Federal Republic	Italy	Netherlands	Belgium	United Kingdom
	1960-68	1960-69	1959-68	1961-67	1959-68	1959-69
Food	-0·4	1·7	..	1·4	5·3	5·0
Chemicals	9·6 (†)	5·8	4·5 (†)	15·9 (†)	16·6	3·9
Iron and steel	0·2 (¶)	-2·9 (‡)	2·8 (‡)	18·5 (‡)	-2·9 (‡)	-3·9
Mechanical engineering	-3·4	2·8	..	-1·7	..	5·0
Electrical engineering		5·5	..	1·0	..	3·6
Shipbuilding	..	1·4	..	-4·7	12·9 (§)	-5·1
Motor vehicles	..	1·7	..	17·2	..	7·2
Paper	2·7	7·0	..	-1·7	..	3·5
Construction	8·3 (‖)	..	3·6 (††)	7·8	10·3	6·9
All manufacturing		3·2		5·6	9·2	4·6

.. Not available
(†) 1958-67; (¶) 1959-69; (‡) 1958-68; (§) Includes metal working; (‖) Includes fishing; (††) Includes mining and quarrying, electricity, gas and water

Note These figures are the average annual percentage increases between the earliest and latest figures for which figures are available: investment figures are subject to large variations from year to year and comparisons can therefore be misleading.

In reply to a similar question on the electricity industries, Mr. Ridley said that the estimated average annual percentage increase in capital expenditure at actual prices in the electric power industry 1958-1969 calculated from OECD publications, was:

	Per cent
France	7·6
Germany	7·4
Italy	2·5
Netherlands	9·7
Belgium	7·3
Luxembourg	
United Kingdom	5·2

Metrication

Mr. Ridley was asked what representations he had had during the past 12 months for and against metrication; and whether the majority of such representations had come from business people or ordinary citizens. 'During the year ending March 31 1971, 293 letters about metrication were addressed to the Department by hon. Members or members of the public,' he replied. 'Of these 262 writers expressed views on the subject: their range was wide and often could not legitimately be described as for or against. Of the total 10 private persons and 17 persons claiming to write on behalf of business were broadly in favour of metrication, and 211 individuals and 24 business spokesmen against it generally or in particular contexts.'

Disaster at Cynheidre Colliery

The following statement was made by Sir John Eden, Minister for Industry, regarding the disaster which occurred at the Cynheidre Colliery when six miners lost their lives and twenty-five were injured: 'The House will be distressed to hear of the accident at Cynheidre colliery in which six miners were killed and 25 injured. Thanks to the efforts of the rescue teams all men are accounted for. I am glad to say that all the injured are making good recovery; with possibly one exception all have been or will shortly be discharged from hospital.

'The accident which is believed to have been caused by an outburst of gas and coal will be fully investigated by HM Inspectors of Mines and Quarries with the co-operation of the National Coal Board and the trade unions concerned.

'I am sure that the Secretary of State for Wales and I were speaking for the whole House when we sent our deepest sympathy to the relatives, friends and colleagues of the victims.'

EEC membership

Mr. Anthony Grant, Parliamentary Under-Secretary of State for Trade, was asked if it would be possible to give special allowances and grants to the tourist industry when Great Britain joined the Common Market. 'I do not consider that there is anything in Her Majesty's Government policy towards tourism which would be in conflict with the rules and obligations of the Treaty of Rome.' Mr. Grant replied, 'My hon. Friend will be aware that Governments of the present member states of the EEC are able to give assistance to their respective tourist industries.'

A member who asked how the provisions of the Restrictive Trades Practices Act 1957 would be affected by Great Britain's entry to the Common Market, was told by Mr. Ridley, that there is no conflict of principle between the United Kingdom legislation and the comparable provisions of the Treaty of Rome, but some procedural amendments would be necessary to avoid overlap of jurisdiction.

Growth rates in West European industry

A Member asked what was the average annual percentage increase in output in the French, German, Italian, Dutch, Belgian/Luxembourg, and United Kingdom mechanical engineering paper, chemical, shipbuilding, steel, motor manufacturing, electrical engineering and electricity industries. Mr. Ridley gave the following information:

Mechanical engineering: The following annual growth rates are based on output indices for 1958 and 1969: France, not available; West Germany, plus 5 percent; Italy, plus 7 per cent; Netherlands, not available; Belgium/Luxembourg, plus 10 per cent; United Kingdom, plus 4 per cent.

Paper and Board

	Average Annual Percentage Increase
	1958-1969
France	5·8
German Federal Republic	5·4
Italy	9·8
Netherlands	8·4
Belgium/Luxembourg	8·0
United Kingdom	3·9

Chemical industries: The annual growth rates were as follows:

	Per cent per annum 1958-1969
France	10·7
Germany (Federal Republic)	11·7
Italy	11·8
Netherlands	14·1 (a)
Belgium	10·7
Luxembourg	Not available
United Kingdom	7·0

(a) Including synthetic fibre production
Source: O.E.C.D.

Shipbuilding: The following annual growth rates are based on completions of merchant ships by gross tonnage between 1958 and 1970: France, plus 5 per cent; West Germany, no change; Italy, no change; Netherlands, plus 2 per cent; Belgium/Luxembourg, no change; United Kingdom, minus 1 per cent.

Steel: Between 1958 and 1970 average annual increases in the tonnage of crude steel produced were:

France	4·1%	Holland	11·0%
Germany	4·6%	Belgium	6·4%
Italy	8·6%	Luxembourg	4·1%
United Kingdom	3·0%		

Motor manufacturing: The following annual growth rates are based on the numbers of cars and commercial vehicles produced and assembled in 1958 and 1969:

	Cars	Commercial Vehicles
France – production	8%	3%
West Germany – production	9%	4%
Italy – production	13%	12%
Netherlands – production and assembly	16%	13%
Belgium/Luxembourg – assembly	19%	10%
United Kingdom – production	5%	4%

Electrical engineering: The United Kingdom recorded an annual growth rate of 6 per cent based on the output indices for 1968 and 1969. Comparable figures are not available for the other countries listed.

Electricity: The estimated average annual percentage increase in total electricity output, 1958-1969 calculated from UN sources, was:

	Per cent
France	7·1
Germany	8·5
Italy	8·1
Netherlands	9·9
Belgium	7·8
Luxembourg	
United Kingdom	7·4

Cost of fertilizers in the EEC

In reply to a question on the average cost of fertilizer per ton ex-factory in the European Economic Community during 1970 or the most recent 12 months for which figures are available; and how this compared with the average cost in the United Kingdom, Mr. Ridley said that the information was not available in exactly the form requested. The nearest equivalent was contained in the FAO publication 'Fertilizers: Annual Review.' The latest edition for 1969 gave the following information about 1968 wholesale prices:

U.S. dollars/100 kg

	France	Germany	U.K.
Ammonium sulphate	—	4·86	4·99
Ammonium nitrate	7·74	5·75	5·36
Basic slag	1·48	1·63	1·81
Superphosphate	2·66	3·56	4·06

SUMED project

Mr. John Davies, Secretary of State for Trade and Industry, was asked whether HM Government would support the SUMED project; and whether their decision represented a change in the policy followed by HM Government in the use of Export Credits Guarantee Department facilities. Mr. Davies replied: 'The Government has authorised ECGD in principle to support credit cover up to a maximum of £12 million for participation by British suppliers in the construction of a pipeline to be built in the UAR from the Gulf of Suez to the Mediterranean coast. In the light of the security which is now offered I consider that British participation of the order of £12 million is acceptable and have therefore instructed my officials to work out the details. Our participation will be subject to three conditions. First that finance for the whole project is available, secondly that agreements are concluded in advance with users, guaranteeing throughput at or near the pipeline's capacity, and thirdly that satisfactory arrangements should be made for the repayment of loan monies through a special account with a European Bank.

'Our agreement to participate does not signify any change in ECGD's general policy towards credit for this market. I am authorizing the provision of cover for the SUMED pipeline only because of the special financial arrangements already mentioned.

'It is not HMG's intention to change the basis upon which ECGD operates under Section 2 of the Export Guarantees Act. Although this section provides for business to be covered "in the national interest" this has for many years been operated through the exercise of ECGD's judgment on the economic and commercial risks involved. We intend to follow these criteria in assessing risk.'

Trade with the Commonwealth

Answering questions on the percentage of the United Kingdom's exports and imports to and from the Commonwealth in 1961; and the current percentages, Mr. Anthony Grant, Parliamentary Under-Secretary of State for Trade gave the following information:

	Percentage of United Kingdom exports to Commonwealth	Percentage of United Kingdom imports from Commonwealth
1961	33	31
1970	21	24

Tariff levels

Mr. Grant was asked to list the customs tariffs which are on average lower than the Common External Tariff of the European Economic Community. He answered: 'There is no generally accepted method of comparing average tariff levels. Limited international studies covering the United Kingdom, United States, Japan, EEC and EFTA indicate that, as regards industrial goods, only some of the EFTA countries, not the United Kingdom, appear to have average tariff levels lower than the Common External Tariff.'

THURSDAY, APRIL 8

British Steel Corporation

Referring to the prospective loss of £100 million by the British Steel Corporation during 1971, a Member asked Sir John Eden to state the aggregate of profits, before tax, of the constituent companies of the steel industry in a corresponding year, approximately 10 years earlier; and prior to the prospect of nationalization. Sir John replied: 'The British Steel Corporation calculate that the aggregate trading profits of the 14 major steel companies for their varying financial years ending in the calendar year 1961 amounted to £104 million, after depreciation but before interest and taxation. This calculation is on the basis of the companies' individual practices in charging depreciation. The Corporation's financial outturn for 1971/72 is a subject of the review I announced on March 18.'

Sir John Eden was also asked what was the total sum of profits or losses of the steel companies, now within the British Steel Corporation, in the financial year prior to nationalization, calculated on the same basis for depreciation and other factors as in the Corporation's financial accounts, and compared with the most recent available figures. He replied: 'The information in the precise form requested in the first part of the Question is not available to me, but the 14 major companies' aggregated trading profits in the financial year ending in 1967 was £23 million after depreciation on their own individual bases but before interest and tax. The latest audited figures in their last Annual Report and Accounts for the 26-week period from September 1969 to March 1970 show that the British Steel Corporation made a profit of £26.2 million before tax and interest but after depreciation on the Corporation's present bases.'

Mr. Noble was asked to give an analysis of the appropriate figures of the British Steel Corporation showing the profits and losses in a comparable context from the period when steel was produced on a profitable basis up to the last figures available, and including the losses which have resulted in price increases and price increases foreshadowed.

Mr. Noble said that the profits (losses) before tax, but after depreciation and interest, of the British Steel Corporation as recorded in its Annual Reports were:–

£ million

1967-68 (†)	1968-69 (‡)	1969-70 (§)
21·3	21·9	10·2

(†) 18-month period. (‡) 12-month period. (§) 6-month period.

'For previous years I would refer my hon. Friend to the replies given today to the Rt. hon. Member for Sheffield, Hillsborough and the hon. Member for Cambridge. The Corporation's current financial situation is a subject of the Review my right hon. Friend announced on March 18.'

A Member asked Mr. Ridley by what percentages is the current average price of British steel above or below average prices of steel produced in West Germany, France, Italy, Holland, Belgium and Luxembourg, respectively, derived from figures available to him from international sources. Mr. Nicholas Ridley said the following table compared published home trade prices in the countries of the Six and British Steel Corporation prices on March 15, 1971.

(BSC prices = 100)

Product	United Kingdom	West Germany	France	Italy	Belgium	Netherlands	Luxembourg
Billets	100	117	109	100	120	—	92
Medium plates	100	123	126	114	111	102	124
Heavy plates	100	135	132	120	129	119	—
Beams	100	—	132	133	—	—	143
Steel for reinforcement	100	100	97	98	91	93	104
Hot-rolled strip	100	101	97	95	97	102	101
Hot-rolled coil	100	107	104	103	97	87	—

Trade Descriptions Act

In reply to a suggestion that a marking order should be made under the Trade Descriptions Act 1968, requiring all knitted clothing to be labelled with the country of origin, when the existing order determines in November 1971, Sir John Eden said: 'I have recently received requests for such an order, and these are now under consideration.'

Chairman of the National Coal Board

'Mr. Derek Ezra has agreed to accept an appointment as Chairman of the National Coal Board as the successor to Lord Robens,' Mr. Davies announced, in answer to a question. 'Mr. Ezra has been Deputy Chairman of the Board since May, 1967. Mr. W. V. Sheppard, who is at present a member of the Board, has agreed to succeed Mr. Ezra as Deputy Chairman.'

Cost of coal imports

Several questions were asked about the cost of coal imported from Australia, Belgium, the Irish Republic, the Netherlands, Norway, Poland, South Africa, the United States of America, and West Germany; and how these prices compared with coal prices in the United Kingdom. Sir John Eden answered that the value of coal imports was given in Table III of the Overseas Trade Statistics for December 1970 and February 1971. The average cost per ton was:–

	£
Total	10·14
of which:	
Australia	9·02
Belgium	20·46
Irish Republic	8·21
Netherlands	9·92
Norway	30·00
Poland	10·46
South Africa	35·95
United States	9·32
West Germany	21·52

Sir John continued: 'The average values quoted above are not true prices as they are influenced by varying qualities of coal and other factors. Pithead prices of United Kingdom produced coal varied between £4.50 and £15.00 per ton according to type and quality.'

Steel scrap

Mr. Ridley was asked when he expected to complete his survey of scrap supplies for steel works, and if he was able to state when he intended to remove export controls on domestic scrap and provide a free market for scrap processors. He answered: 'A study of short-term demand has been completed; work is proceeding on a review of the long-term position. Poorer qualities of steel scrap were freed from export controls on March 29. The Scrap Federation's request for further relaxation of controls is being considered urgently.'

A further question concerned the tonnage and value of steel works scrap imported from the United States in the first three months of this year, and the comparable average prices per ton delivered to British steelworks of United States and domestic scrap. Mr. Ridley answered that 57,773 tons valued at £1,370,000 had been imported in the first two months; details of imports in March were not yet available. 'I do not have details of the comparable prices of imported and domestic scrap delivered to British steelworks which is a matter for the industry,' he said.

Parliamentary answers on aviation and shipping

TUESDAY, APRIL 6

London/Gibraltar air fares

Lord Drumalbyn, Minister without Portfolio, was asked what fares increases had been approved on the London-Gibraltar air route with effect from April 1, 1971, and what factors affected the decision to approve these increases. Lord Drumalbyn said that the Government had approved increases in the fares between London and Gibraltar of 15 per cent on first-class fares and economy-class mid-week excursion fares in the summer peak period and 10 per cent on economy-class normal fares and the other excursion fares. There were no increases in inclusive tour fares. These changes were broadly in line with changes in international fares to places in neighbouring countries and were designed to increase both traffic and revenue against a background or rising airline costs.

Proposed Gibraltar/Lisbon air service

Lord Drumalbyn was also asked what reply the Government had had to their proposals of last December to the Portuguese Aviation Authorities for the establishment of a Gibraltar Airways (Gibair) service between Gibraltar and Lisbon. He replied: 'The latest communication on the subject was a letter from the Department of Trade and Industry to the Portuguese Director General of Civil Aviation on December 15, 1970. I regret to say no reply has yet been received.'

Navigation in the Channel

In reply to a question on discussions with other countries about improvements to navigation in the Channel, Mr. Anthony Grant, Parliamentary Under-Secretary of State for Trade, said: 'Following a request by the Maritime Safety Committee of the Inter-governmental Maritime Consultative Organisation at its March meeting that administrations most directly concerned with the Dover Strait should meet together to study such measures as the setting up of systems using modern techniques for advising or controlling traffic, and one or two other studies, we will be inviting the administrations concerned to early discussions.'

WEDNESDAY, APRIL 7

Oil in Navigable Waters Bill

A Member asked Mr. Grant whether HM Government would propose to the International Maritime Commission that where a tanker is in collision or stranded outside territorial waters an adjacent state should have power to ensure that the owners or salvage operators take all possible steps forthwith to avoid spillage of oil. Mr. Grant said: 'The Convention adopted at a conference convened by the Intergovernmental Maritime Consultative Organization at Brussels in 1969 clarified the rights of contracting parties to take such measures on the high seas as are necessary to deal with the threat of oil pollution from a marine casualty. An amendment which I am proposing to the Oil in Navigable Waters Bill will give us statutory powers to make provision for such action to be taken. It is for other contracting parties to decide how to give effect to the Convention in their own domestic laws.'

THURSDAY, APRIL 8

Grounding of tanker 'Panther' on Goodwin Sands

Mr. Grant was asked to make a statement regarding the grounding of the tanker 'Panther' on the Goodwin Sands, and detail the measures the Government had in readiness to prevent pollution and what steps are now to be taken to protect amenities to the coast line. He said 'The Liberian-registered tanker 'Panther', loaded with some 25,000 tons of crude oil, grounded on the South Goodwin Sands, outside United Kingdom territorial waters, on March 30. Early efforts to refloat the ship were unsuccessful but after being lightened of some of her cargo she was refloated on April 4 and has since proceeded to the Netherlands.

'Immediately upon hearing of the grounding the Department activated its standing arrangements for dealing with any oil pollution which might result. Vessels equipped for spraying operations were in position at Dover by the following day and they went into operation as soon as significant quantities of oil were observed on the sea, which was April 2. Some oil, which has not yet been identified as coming from the 'Panther', contaminated beaches during the incident and was cleared up by local authorities, who also took action to disperse oil floating close inshore.

'We are continually reviewing our contingency planning so as to make improvement in the light of any incident. One immediate step which I am taking is to seek powers in the Oil in Navigable Waters Bill to put beyond doubt our right to take action when, as a result of an accident, oil pollution of our coasts is threatened by a foreign ship lying outside our territorial waters.'

In reply to another request for a statement regarding the salvage operation of the tanker 'Panther' grounded upon the Goodwin Sands and, in particular, by what authority Her Majesty's Government intervenes in international waters when disagreements arise between salvage operators, Mr. Grant replied: 'The German tug "Danzig" was first on the scene of the casualty and, in accordance with long-standing maritime practice, took charge of the salvage operations. During the early stages of the operation the "Danzig" refused to accept assistance from some of the other tugs which were present, but the disagreements were eventually resolved. The Government throughout pressed the owners strongly to have the tanker lightened as quickly as possible. We are seeking power, by an amendment to the Oil in Navigable Waters Bill, to extend to foreign ships on the high seas the powers provided in the Bill to give directions as to the salvage of a ship or to take direct action, as respects the ship and its cargo, for preventing or reducing oil pollution.'

A Member asked if the Government would extend territorial waters to a distance of 12 miles, or some other suitable extension so that in future the Goodwin Sands would be within territorial waters and the interests of the coast line might thereby be safeguarded. Mr. Grant answered that the mere extension of territorial waters would not necessarily have the desired effect of safeguarding the coastline. Such extension also raised other issues including our interest in the free movement of international trade world wide.

'The question of territorial limits is best approached multilaterally, and we are already playing a full part in the intenational discussions leading up to the UN Conference on the Law of the Sea in 1973,' said Mr. Grant.

Oil pollution

In reply to a question on Government steps to urge other countries to ratify the 1969 Brussels Convention relating to intervention in cases of emergency where there has been oil pollution from the high seas, and whether this would be pursued with the powers concerned as a matter of urgency, Mr. Grant said: 'HM Government take every suitable opportunity of drawing the attention of other countries to the desirability of ratifying the Convention and will continue to do so.'

Projected airport off Dutch coast

Mr. Michael Noble, Minister for Trade, was asked what steps he had taken to consult with the Dutch civil aviation authorities in order to establish whether the projected airport off the coast of Holland would require a holding pattern that would conflict with that required by any airport that might be constructed in the Thames estuary. Mr. Noble answered: 'None. After considering the ATC problems of a Foulness site the Roskill Commission reported that its proximity to European airspace presented no insurmountable difficulty. I understand that that would be so even with a new airport on the Dutch coast.'

Flights into and out of Heathrow

A Member asked for the figures of flights into and out of London Airport, Heathrow, by day and by night in each of the last three years. Mr. Noble gave the following commercial air transport movements at Heathrow:

	Landing		Take-off	
	Day	Night†	Day	Night†
1968	106,464	8,018	107,171	7,552
1969	109,847	8,518	111,312	7,301
1970	115,282	7,755	116,241	7,169

† Night = 11.30 p.m.-6 a.m. local time.

Other movements in 1968, 1969 and 1970 were 18,805, 22,388 and 24,252 respectively, for which however no corresponding time analysis is available.

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Department of Trade and Industry **Statistics and Market Intelligence Library** *at Export House, 50 Ludgate Hill, London, EC4M 7HU. This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers.*

The library opens from 9 to 5.30 Mondays to Fridays (Tel. 01-248 5757, Ext. 368 or Telex No. 886143).

Government surplus sales

MINISTRY OF DEFENCE

1971	Stores	Location	Auctioneers
April 28-29	Miscellaneous stores	TA & VR Centre, Meadowforth Road, Stirling	Dixon & Wallace Ltd. (Dept. L), Bank Building, Graham Square, Glasgow, E.1. (Tel. 041-554 2447.)

Plant and equipment; Thornycroft Lewin sprinkler sweeper; Austin Omnicoach; prismatic compasses; binoculars; aneroid barometers; metal badges, buckles and buttons; ball and roller bearings; wrist watches; wall clocks; surplus surgical and dental equipment; miscellaneous electronic and electrical equipment; aircraft electrical and hydraulic components and equipment; aircraft tyres; lifting blocks and tackle; large quantity catering equipment; ferrous scrap; clothing and textiles including curtains and valances; various rugs; carpets; **large quantity Civil Defence clothing**; denim and battledress trousers and blouses; foul weather coats and jackets; greatcoats; firemen's blue tunics; blue combination overalls, berets, blouses and trousers; ankle boots; rubber knee boots; canvas kitbags; haversacks; scrap cordage, leather, webbing and mixed rags; fireside and easy chairs; wardrobes; tables; bedside tables and other items of furniture; machine tools and many other items of miscellaneous stores.

May 4-6	Miscellaneous stores	The Lido Hall, Worthy Lane, Winchester, Hants.	Richard Austin & Wyatt (Dept. L), 79 High Street, Fareham, Hants. (Tel. 03292 4211.)

Ford Anglia estate car; Bedford 10/12-cwt. van; Commer 1-ton truck; Leyland 'Hippo' van; Bedford fire tenders; Coventry Climax featherweight pumps; generating sets; MT spares; batteries; charging sets; hydraulic and screw jacks; fork lift trucks; teleprinters; compressors; office safes; miscellaneous hand tools; machine tools; scrap ferrous and non-ferrous metal; binoculars; prismatic compasses; wrist watches; spectacle lenses; 15 tons paint; wireless and communication spares; wooden packing cases; plywood drums; sisal and manilla rope; oxy-acetylene cutting sets; delivery hose; electric cable; tubular stacking, fold flat and other chairs; various tables; wardrobes; sideboards; desks; dressing chests; lockers and other items of furniture; curtains; carpets; rugs; mats; large and small sleeping bags; mattresses; blankets; ponchos and groundsheets; gaberdine raincoats; greatcoats; boots and shoes; KD battledress; shorts; mixed rags; and many other items of general stores.

May 12	Miscellaneous	Auctioneers' Premises	Woolland, Son & Manico (Dept. L), Kinterbury House, St. Andrews Cross, Plymouth. (Tel. 0752 69292.)

Carpets; duffel coats; raincoats; trousers and blouses; jerseys; kit- and travelling-bags; boots and shoes; blankets; sheets; curtains; cotton and wool rags; tentage; rope and cordage; mattresses; aluminium and wooden furniture; tubular stacking and arm chairs; desks; filing cabinets; aluminium kitchenware; wooden and steel boxes; binoculars; compasses; clocks; watches; electrical and wireless spares; photographic equipment; floodlights; bearings; lifting jacks; china and glassware; fuel pumps; turbo generators; lead lined containers; snow plough frames and blades; canvas hoses; tyres; chain slings; storage bins; and many other items of general stores.

Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior to and up to date of sale, price 5p (PO only).

SALE BY TENDER

MACHINE TOOLS

Bench, pillar and radial drills; universal, surface and tool grinders; turret and centre lathes; milling machines; shapers, sheet metal and woodworking machines, etc. Located at RARDE, Woolwich, S.E.18. Permission to view on presentation of Tender Form only, obtainable from Mnistry of Defence, Directorate of Sales (Supply), First Avenue House, High Holborn, London, WC1V 6HE. Tenders must be returned by 10 a.m., May 20, 1971.

DEPARTMENT OF TRADE AND INDUSTRY

SHIP FOR SALE

Offers are invited for the purchase of the undermentioned Royal Fleet Auxiliary vessel 'as lying' at HM Dockyard, Devonport.

'ROWANOL' (ex 'Cedarol') Steel, built 1946, G.T. 1440, N.T. 482
Length (B.P.) 218 ft. Breadth (mld) 38 ft.
Depth (mld) 17 ft. Light Displacement 1,032 tons.
Engine: Single screw, steam reciprocating, triple expansion, by Lobnitz & Co. Ltd., Renfrew, IHP 1140.

Copies of form of purchase agreement, further particulars, plan and authority to inspect can be obtained from the Department of Trade and Industry, Room 42, Parliament Square House, 34-36 Parliament Street, London, S.W.1. Tel. 01-222 7060, Ext. 26.

Offers should be addressed to the Department of Trade and Industry, Room 43, at the above address, in envelopes clearly marked 'Offer to purchase "ROWANOL" ' and must be received not later than noon on May 5, 1971.

The above information is given for guidance only and any prospective purchaser must satisfy himself regarding actual details of the vessel and her present condition.

DEPARTMENT OF THE ENVIRONMENT

1971	Description of Goods	Location	Auctioneers
May 4	Office and miscellaneous furniture, engineering, electrical, canteen, domestic and other equipment, etc.	Ministry of Public Building and Works, Supplies Division Stores, India Pavilion, Exhibition Grounds, Wembley, Middlesex.	Clifford & Clifford Ltd., 28 Ealing Road Wembley, Middlesex. (Tel. 01-902 3212/3/4.)

Catalogues: Price 1s. direct from auctioneer. View days: Day preceding and morning of sale.

CATALOGUES OF GOVERNMENT PUBLICATIONS

Her Majesty's Stationery Office offer their customers a comprehensive service which will enable them to judge whether any other titles in the vast output of Government Publications would help them in their work or leisure. Full information about this service can be obtained by sending a postcard to Publicity Section, Her Majesty's Stationery Office, Room E22, Atlantic House, Holborn Viaduct, London, EC1P 1BN, asking for the CATALOGUE SERVICE LEAFLET.

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

Symbols used in all statistical tables are:—
.. not available
– nil or less than half the final digit shown
p provisional
r revised
* five week period
ø fifty-three week period

	Gross Domestic Product (Expenditure estimates)	Index of Industrial Production	Consumers' Income and Expenditure				Fixed Capital Expenditure					Increase in Stocks			
							Total	Selected Components				Total	Selected Components		
			Personal disposable income	Total consumers' expenditure		Retail sales		Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1963 prices		at current prices		at 1963 prices	at 1966 prices	at 1963 prices					at 1963 prices			
Base of index	1963	1963	1963	1963	1963	1966	1963	1963	1963	1963	1963				
£m. in base year	26,758		21,758	20,087	20,087	11,372	4,907	1,070	994	944	1,752	Series in £ million			
1965	108	111·7	115	114	106	..	121	124	119	127	117	385	263	47	31
1966	110	113·2	122	121	108	100·0	124	128	115	128	125	254	143	25	17
1967	112	113·9	127	126	110	101·4	133	124	122	138	142	184	–37	13	22
1968	116	119·8	135	135	112	103·6	140	130	144	145	142	157	23	75	41
1969	118	122·9	143	143	113	103·0	136	140	148	130	131	357	232	26	27
1970	120	124·0 p	156	155	116	104·2	138††	148	156	117††	135††	373††	224	40	51
1968															
4th quarter	119	122·3	138	138	113	104·1	146	146	160	142	139	117	46	25	20
1969															
1st quarter	115	121·8	140	138	111	102·3	134	128	138	134	136	96	105	6	5
2nd quarter	118	123·3	142	142	113	103·7	135	141	147	130	129	84	43	2	1
3rd quarter	119	123·2	144	144	113	103·2	138	146	155	130	130	51	—	8	8
4th quarter	120	123·5	147	147	114	102·9	138	146	153	126	131	126	84	10	13
1970															
1st quarter	117	124·0	149	148	114	103·3	133	141	144	112	134	–30	32	– 5	–41
2nd quarter	120	123·4	155	153	116	104·2	141	150	163	117	137	106	55	11	21
3rd quarter	120	123·8	159	158	117	104·6	138	150	156	119	133	117	40	6	12
4th quarter	122	124·4 p	163	161	118	104·7	139††	149	162	118††	137††	180††	97	28	60
1970															
July		122·5				104·7									
August		123·2				104·8									
September		125·7				104·4									
October		125·7 p				106·0									
November		122·5 p				103·3									
December		124·9 p				104·9									
1971															
January						102·7									

	Orders	Prices and Costs					Labour			Trade (§)		Balance of Payments current balance
	Engineering and electrical goods† orders on hand (end period)	Retail prices Index		Wholesale price index: non-food manufacturing industry		Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment(ø)	Imports(‖)	Exports (¶)	
	at 1963 prices	Index‡	% increase on year earlier	Basic materials and fuel used‡	Manufactured products: home sales‡		Mid-month or monthly average		Quarter or quarterly average	at current prices		
Base of index	Dec. 1963	16 Jan. 1962		1963	1963	31 Jan. 1956				1963	1963	
£m. in base year							Series in thousands			4,362	4,282	Series in £ million
1965	119	112·1	4·8	106·8	104·6	157·9	308	265	24,785	116	112	– 77
1966	115	116·5	3·9	110·2	107·3	168·5	323	255	24,384	120	121	43
1967	106	119·4	2·5	108·4	108·2	175·3	512	174	24,475	130	120	–312
1968	106	125·0	4·7	120·5	112·4	187·3	541	188	24,331	159	146	–319
1969	117	131·8	5·4	125·0	115·9	197·4	535	200	24,308	165	165	416
1970	127 p	140·2	6·4	128·5	124·6	217·5	574	186		181	184	631
1969												
1st quarter	110	129·7	6·2	122·3	114·1	194·7	532	198	24,364	162	153	13
2nd quarter	113	131·8	5·4	124·2	115·1	195·6	519	202	24,340	165	163	76
3rd quarter	115	132·0	5·0	126·1	116·5	197·8	547	200	24,268	165	171	153
4th quarter	117	133·7	5·1	127·3	118·0	201·6	544	199	24,258	169	172	174
1970												
1st quarter	118	136·2	5·0	130·1	120·6	209·0	561	192	24,280	171	180	215
2nd quarter	122	139·5	5·8	129·2	123·6	213·8	563	187	24,139	183	183	144
3rd quarter	123	141·1	6·9	126·9	125·7	219·0	592	185	24,077	178	175	76
4th quarter	127 p	144·0	7·7	127·8	128·4	227·9	581	177		190	199	196
1971												
1st quarter				130·9 p	131·0 p		631	146		189 p	186 p	
1970												
July	122	140·9	6·7	127·5	125·0	217·5	593	186		140	185	
August	123	140·8	6·8	126·1	125·7	219·7	593	184		200	140	
September	123	141·5	7·0	127·2	126·4	221·0	589	187		194	199	
October	122 p	143·0	7·4	126·3	127·5	222·4	576	184		192	203	
November	126 p	144·0	7·9	128·4	128·5	228·5	579	176		192	191	
December	127 p	145·0	7·9	128·5	129·1	232·8	589	171		186	204	
1971												
January		147·0	8·5	129·8 p	130·6 p	236·1	613	157		176	176	
February		147·8	8·5	130·6 p	131·1 p	236·4	623	147		187	172	
March				132·3 p	131·4 p		656	134		206 p	210 p	

(†) New series covering SIC Orders VII-IX; previous series also included part of Order XI. (‡) Not seasonally adjusted.
(§) On a balance of payments basis. (‖) Includes payments for United States military aircraft and other balance of payments adjustments.
(*) Includes balance of payments adjustments and allowance for factors affecting recording.
(††) These estimates are less reliable than usual because the receipt of data has been delayed by the postal strike
(ø) Figures are subject to revision.

United Kingdom trade in March

General assessment

THE POSTAL STRIKE continued in March to distort the recording of imports and exports, though as in earlier months the actual movement of goods was largely unaffected. With the ending of the strike early in the month, delayed documents swelled the totals for both exports and imports and the resulting visible balance for the month was just in surplus by £1 million, seasonally adjusted.

For the first quarter of the year there was a deficit averaging £26 million¶ a month but the underlying position is likely to have been better than is indicated by this deficit. Imports in the quarter were inflated by certain irregular factors; and for exports more than for imports there was probably, by the end of March, still some part of the backlog in documentation to be made good.

With net earnings from invisibles estimated to be running at a rate close to £50 million a month, the current account continued in strong surplus in the first quarter.

Exports

The value of exports¶ brought into account in March was £748 million, seasonally adjusted on a balance of payments basis. This high figure reflects the fact that much, though probably not all, of the documentation delayed by the strike was received. For the quarter as a whole exports seasonally adjusted averaged £663 million a month compared with £666 million a month in the second half of last year. If, as seems likely, some part of the backlog of documentation still remained to be made good at the end of March, the figure of £663 million probably understates the underlying level of exports in the first quarter.

Despite the distortions in the first quarter arising from the postal strike, certain trends are emerging. Compared with the second half of 1970, the monthly averages of exports to the sterling area and the United States have increased by 5 and 3 per cent respectively. Within total exports, the value of machinery exports increased on average by 3 per cent, and ships and aircraft recovered sharply from their relatively low level in the second half of last year. Deliveries of road motor vehicles were also on average higher, despite some loss from the strike at the Ford Motor Company.

Table 1. Visible trade on balance of payments basis
Seasonally adjusted values† £ million per month

	Exports fob‡	Imports fob§	Visible balance
1969	588	600	− 12
1970	657	657	+ 0
1969 1st quarter	547	590	− 42
2nd quarter	582	598	− 16
3rd quarter	610	598	+ 12
4th quarter	615	615	− 0
1970 1st quarter	642	623	+ 19
2nd quarter	654	666	− 12
3rd quarter	623	647	− 24
4th quarter	709	691	+ 18
1971 1st quarter p	663	689	− 26
1970 October	723	696	+ 27
November	677	696	− 19
December	728	682	+ 46
1971 January p	627	638	− 12
February p	614 r	680 r	− 66 r
March p	748	747	+ 1
1970 4th quarter	709	691	+ 18
1971 1st quarter p	663	689	

† Components and totals are rounded independently.
‡ Includes balance of payments adjustments and allowances for factors affecting recording. (See Table 2.)
§ Includes payments for United States military aircraft and other balance of payments adjustments. (See Table 3.)
p Provisional estimates. r Revised estimates.

Table 1A. Three-monthly averages‖

1970 April	652	640	+ 12
May	652	654	− 2
June	654	666	− 12
July	651	617	+ 34
August	608	639	− 31
September	623	647	− 24
October	644	709	− 65
November	704	698	+ 5
December	709	691	+ 18
1971 January	677	672	+ 5
February	656	667	− 11
March	663	689	− 26

‖ Average of month shown and two preceding months (See Note (c))

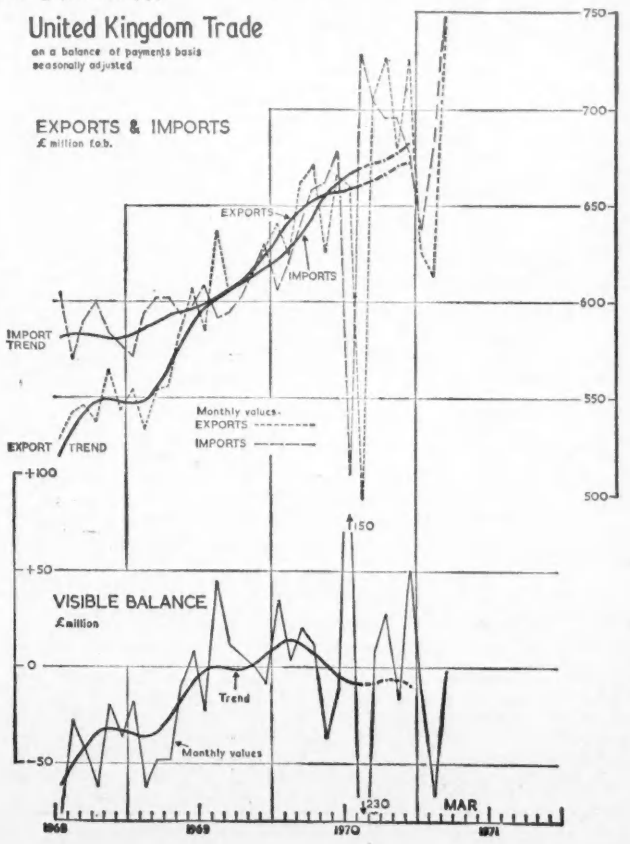
Imports

In March imports were at an erratically high level. The value of £747 million, seasonally adjusted on a balance of payments basis, reflected the receipt of documents delayed by the postal strike; in addition fuel imports were exceptionally high and the figure included three Boeing 747 aircraft valued at £28 million. (See Note (f).)

In the first quarter, the average monthly rate of £689 million was £20 million a month (3 per cent) more than in the second half of last year. This increase was more than accounted for by higher imports of finished manufactures which increased by £18 million a month and sharply higher fuel imports which rose by £16 million a month, with both oil and coal markedly higher. Imports of food, beverages and tobacco were also higher but other categories were on balance lower. There were increases from all main areas except the sterling area and Latin America.

(*Continued on next page*)

¶ All figures in this article for exports (except recorded figures in Table 4 and area and commodity analyses in Tables 5 and 6) and, in consequence, for the visible balance, include from January 1970 an addition of 2 per cent to the value of exports as an allowance for under-recording. (See Note (d).)



UK TRADE, *continued*

The postal strike

The distortions caused by the strike mean that little significance can be attached to the figures of trade in each of the first three months of 1971. In January delays in the receipt of documents at the Customs Statistical Office affected significantly both the export and import figures; in February the export figure continued to be reduced significantly but the effect on the import figure was much smaller; and in March, after the strike ended, the arrival of documents which had been held up inflated the recording of both imports and exports. The actual flow of trade in the three months was probably not much affected, except for postal traffic, some of which may however have been despatched in other ways.

The strike has also made it difficult to interpret the figures for the first quarter of the year as a whole as it seems probable that by the end of March all the backlog of documentation had not yet been made good. As the figures for January and February had indicated, the shortfall in documentation was greater for exports than for imports (import documents are largely lodged by hand) suggesting that a greater value of exports remained to be brought into account than of imports.

Import deposits

It is announced by HM Customs that net repayments of import deposits in March were £92 million.

NOTES:

(a) **New presentation of trade figures**

As announced in *Trade and Industry* on November 4, 1970, the monthly figures of United Kingdom total trade are now being presented in a new form. The seasonally adjusted values in Table 1 which are on a new basis enable the balance to be obtained as the simple difference of exports and imports.

The import and export totals, both shown fob and on the same basis as in the quarterly balance of payments figures, make it easier to relate visible trade to the current account as a whole. Tables 2 and 3 show how the totals in Table 1 are derived from the trade statistics. (See also Note (b).)

(*Continued at foot of page* 127)

Table 2. Exports

Seasonally adjusted values† £ million per month

	Overseas Trade Statistics basis (fob)§	Coverage adjustments	Net allowance for factors affecting recording‡	Balance of payments basis (fob)
1969	612	–27	+ 4	588
1970	672	–28	+13	657
1969 1st quarter	562	–26	+12	547
2nd quarter	600	–30	+12	582
3rd quarter	640	–24	– 6	610
4th quarter	645	–27	– 3	615
1970 1st quarter	655	–26	+13	642
2nd quarter	669	–29	+13	654
3rd quarter	638	–27	+13	623
4th quarter	726	–31	+15	709
1971 1st quarter **p**	678	–29	+14	663
1970 October	742	–34	+15	723
November	693	–30	+14	677
December	743	–30	+15	728
1971 January **p**	640	–26	+13	627
February **p**	626 **r**	–24	+13	614 **r**
March **p**	770	–37	+15	748
1970 4th quarter	726	–31	+15	709
1971 1st quarter **p**	678	–29	+14	663

† Components and totals are rounded independently.
§ These values are derived from the recorded values in Table 4 by the standard seasonal adjustment process. (See Note (e).)
‡ See Note (d).
p Provisional estimates.
r Revised estimates.

Table 3. Imports

Seasonally adjusted values† £ million per month

	Overseas Trade Statistics basis§ (cif)	Adjustments to balance of payments basis				Balance of payments basis (fob)
		US military aircraft		Freight, insurance and other valuation adjustments	Coverage adjustments	
		Arrivals	Payments			
1969	693	–16	+ 5	–68	–14	600
1970	754	– 2	+ 1	–78	–19	657
1969 1st quarter	674	–17	+11	–68	–10	590
2nd quarter	699	–22	+ 5	–68	–16	598
3rd quarter	695	–16	+ 1	–68	–14	598
4th quarter	703	– 8	+ 3	–68	–15	615
1970 1st quarter	716	– 2	+ 0	–72	–19	623
2nd quarter	762	– 3	+ 0	–77	–16	666
3rd quarter	741	– 1	+ 2	–79	–16	647
4th quarter	799	– 2	+ 1	–84	–23	691
1971 1st quarter **p**	795	– 1	+ 2	–87	–19	689
1970 October	798	– 2	+ 0	–83	–17	696
November	805	– 3	+ 3	–84	–24	696
December	794	– 0	—	–85	–27	682
1971 January **p**	752	– 1	—	–85	–28	638
February **p**	783 **r**	– 1	—	–85	–17	680 **r**
March **p**	848	– 2	+ 5	–90	–13	747
1970 4th quarter	799	– 2	+ 1	–84	–23	691
1971 1st quarter **p**	795	– 1	+ 2	–87	–19	689

† Components and totals are rounded independently.
§ These values are derived from the recorded values in Table 4 by the standard seasonal adjustment process. (See Note (e).)
p Provisional estimates.
r Revised estimates.

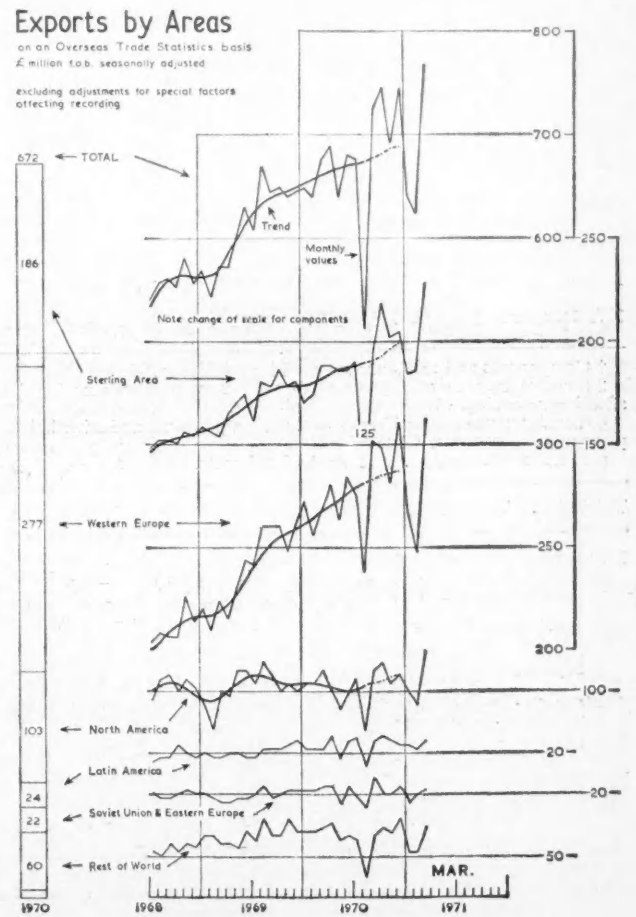


Table 4. Overseas trade statistics basis

Recorded values — £ million per month

	Exports fob‖	Imports cif	
		Total	Excluding US military aircraft, etc.
1969 1st quarter	555·5	687·2	670·9
2nd quarter	618·8	706·0	684·1
3rd quarter	611·3	676·7	661·2
4th quarter	660·8	701·7	694·1
1970 1st quarter	649·5	715·4	713·5
2nd quarter	688·0	785·0	781·8
3rd quarter	608·5	719·3	718·8
4th quarter	741·6	797·4	795·3
1971 1st quarter p	673·5	813·1	811·7
January	633·4	767·0	765·8
February	595·5 r	736·1 r	735·3 r
March p	791·6	936·2	933·9

‖ No adjustment has been made in this table for special factors affecting the recording of exports.
p Provisional estimates.
r revised estimates.

Table 5. Exports: areas‖ – overseas trade statistics basis

Seasonally adjusted values — £ million fob per month

	Total	Sterling Area	Western Europe			North America	Latin America	Soviet Union & Eastern Europe	Rest of World
			Total	EEC	EFTA				
1970	672	186	277	147	107	103	24	22	60
1st quarter	655	178	265	139	103	106	22	23	63
2nd quarter	669	186	276	146	107	98	24	22	61
3rd quarter	638	171	272	146	103	100	22	20	53
4th quarter	726	208	296	156	115	108	26	22	65
1971 January	640	185	268	141	100	100	23	16	52
February	626	186	249	130	99	95	21	20	53
March p	770	227	311	163	125	119	25	22	63
1970 4th quarter	726	208	296	156	115	108	26	22	65
1971 1st quarter p	678	199	276	145	108	105	23	20	56

‖ No adjustment has been made in this table for special factors affecting the recording of exports.
p Provisional estimates.

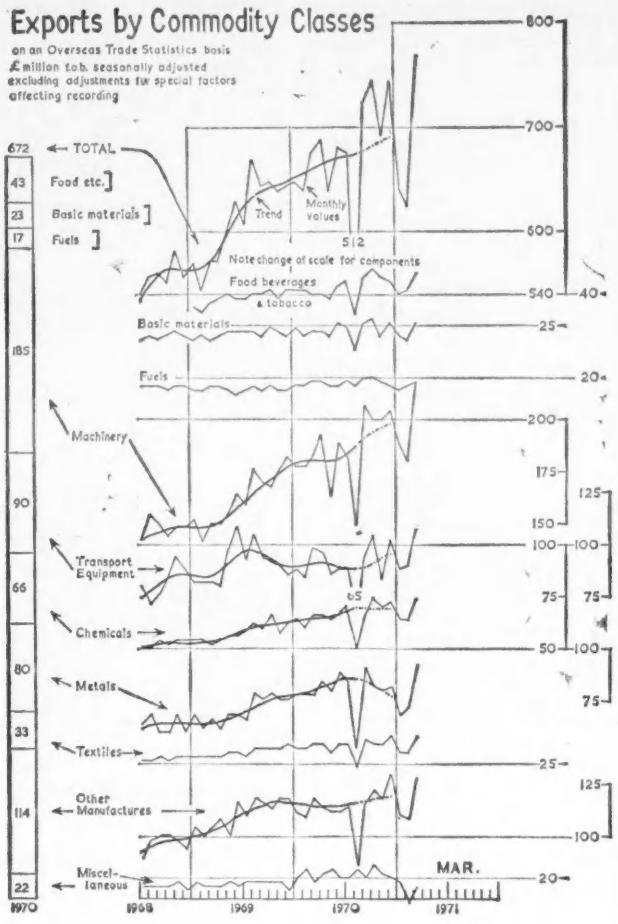


Table 6. Exports: commodity classes‖ – overseas trade statistics basis

Seasonally adjusted values — £ million fob per month

	Total	Food, beverages and tobacco	Basic materials	Fuels	Manufactures									Miscel-laneous
						Machinery and transport equipment								
					Total	Total	Machinery	Road motor vehicles	Other transport equip-ment	Chemicals	Metals & misc. metal manu-factures	Textiles	Other manu-factures	
1970	672	43	23	17	567	275	185	70	20	66	80	33	114	22
1st quarter	655	41	22	17	559	269	179	69	22	63	78	33	113	20
2nd quarter	669	41	23	16	567	273	181	67	23	65	84	33	113	22
3rd quarter	638	41	21	18	536	262	179	65	17	62	76	31	105	21
4th quarter	726	48	25	18	608	296	201	77	21	72	82	35	123	23
1971 January	640	40	19	14	549	274	187	67	21	64	69	30	111	19
February	626	42	19	16	544	269	180	70	19	64	73	30	108	8
March p	770	51	25	18	660	328	218	86	23	73	91	37	128	17
1970 4th quarter	726	48	25	18	608	296	201	77	21	72	82	35	123	23
1971 1st quarter p	678	44	21	16	584	290	195	75	21	67	77	32	115	15

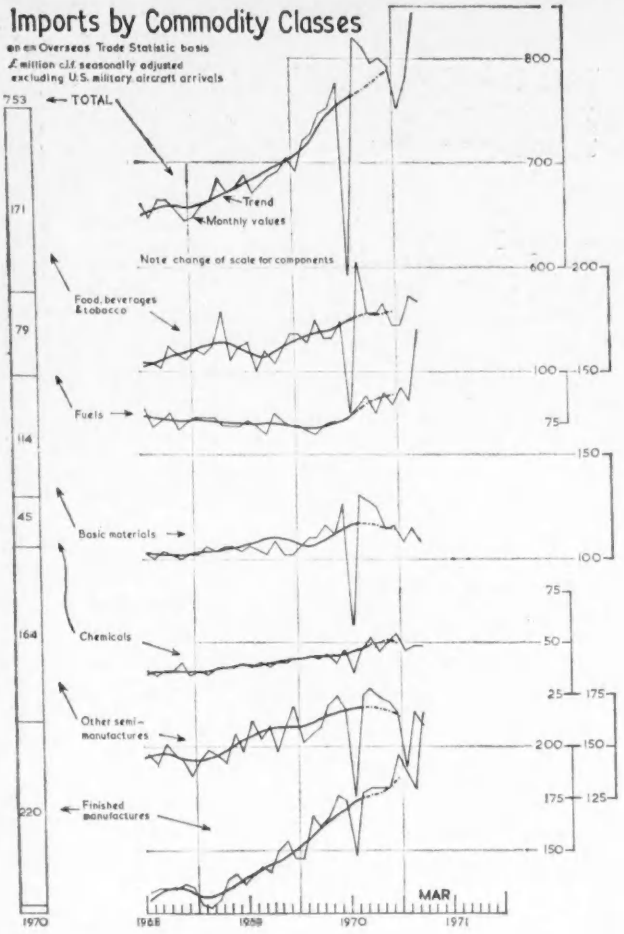
‖ No adjustment has been made in this table for special factors affecting the recording of exports.
p Provisional estimates.

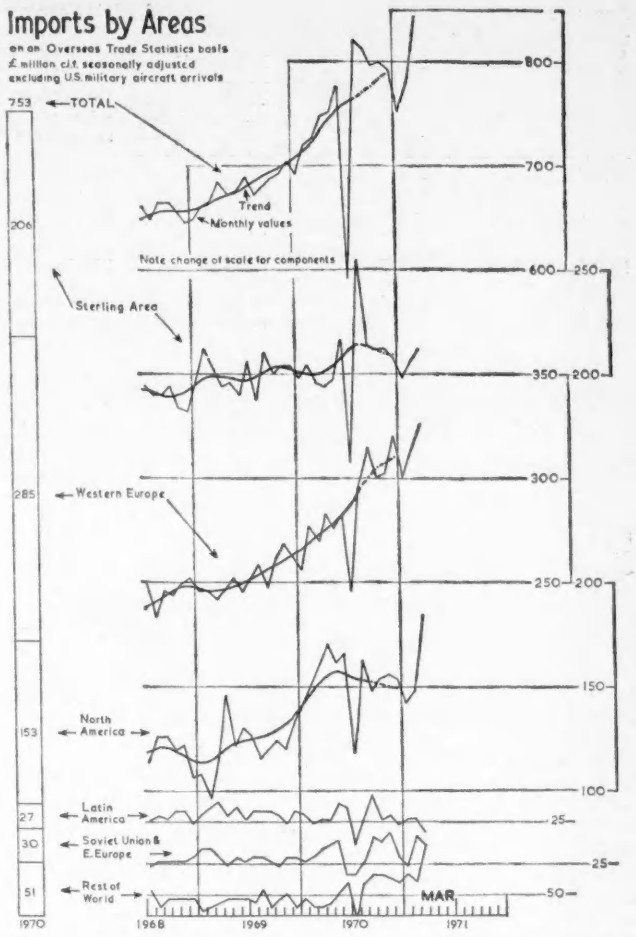
(b) **Visible balance**

The figures for the visible balance in the latest months are estimates and liable to revision. They are only published seasonally adjusted. Since the monthly balance is the difference of two large but variable figures it is itself liable to large fluctuations and undue significance should not be attached to a single figure; it is more useful to consider the average balance over three or more months.

The visible balance is obtained by making various adjustments to the figures recorded in the monthly Trade Statistics. These are summarized in Tables 2 and 3 of this article. Some are valuation adjustment, the principal of which is the deduction from the import figure of freight and insurance costs. The other adjustments relate to coverage, either to bring in items not in the Trade

(*Continued on next page*)





UK TRADE, *continued*

Statistics (for example on the import side ships built and delivered abroad direct to United Kingdom owners) or to remove items which are in the Trade Statistics (mainly returned goods and goods for processing and repair). The adjustment of imports to a balance of payments basis excludes the values of deliveries of United States military aircraft (including spares and some missiles) but includes the payments for those imports which are mainly being financed by a special United States Exim Bank credit. (The values involved are now small.) All these adjustments are described in greater detail in the annual 'Pink Book', *United Kingdom Balance of Payments* 1970 (Table 8 and pp. 68-71) and in the above quoted article in *Trade and Industry*.

(c) Three-monthly averages of trade figures

The sequence of individual monthly figures, even when seasonal influences have been allowed for, is usually too variable to give a satisfactory indication of the underlying trend. One simple method of securing a better guide to underlying movements is to take averages of three months. These averages, for the month in question and the two preceding months, are given in Table 1A. The averages are still sensitive to irregular movements in the monthly figures and to special influences, though they are markedly less variable than the monthly figures. More elaborate estimates of trend can be constructed but, except when major disturbances distort the flow of trade, the three-monthly average gives a quite good short-term guide and has the merit of simplicity.

(d) Recording of exports

The Secretary of State for Trade and Industry announced in the House of Commons on November 16 that some under-recording of exports had re-emerged in 1970. The text of his announcement and an article on under-recording were published in *Trade and Industry* of November 25, 1970. In reply to a Parliamentary Question on February 1, 1971, the Secretary of State said: 'There is no evidence to suggest that under-recording in recent months has differed from the estimate of 2 per cent indicated by the checks so far made of export documents received against ship and aircraft manifests: results of these checks are now available covering months up to September 1970.' Checks covering October and November 1970 do not suggest any change in the level of under-recording.

The figures in this article for total exports (except in Tables 4, 5 and 6) and in consequence, for the visible balance include from January 1970 an addition of 2 per cent to the value of exports as an allowance for under-recording. It is not possible to make estimates of the extent of under-recording on exports to different areas or of different commodity classes, and the figures in the Overseas Trade Statistics will not be adjusted.

For an account of special factors relating to the earlier under-recording of exports and net figures of adjustments on this account up to October 1969, see page 1392 of the *Board of Trade Journal* for May 20, 1970, on United Kingdom Trade in April.

(e) Seasonally adjusted figures

The seasonally adjusted figures throughout the article have been calculated, using improved seasonal adjustments. An article published in *Trade and Industry* on February 17 provides a full account of the general method used in seasonally adjusting the monthly trade statistics and describes various changes in the basic data and working methods leading to improvements in the adjustment process.

(f) The purchase of these aircraft, as well as that of BOAC's first three 747s which were delivered last year, is being financed by means of a dollar loan raised in the United States.

(g) Detailed particulars of United Kingdom trade

These will be published on the usual Overseas Trade Statistics basis on April 29† and further analysis of the figures will be found in tables 125 to 136 in the *Monthly Digest* for May‡, due to be published in the second week of June.

† Overseas Trade Statistics of the United Kingdom, January 1971, HMSO price £1.85 (Annual subscription £25.05).

‡ Monthly Digest of Statistics, May 1971, HMSO price 60p (Annual subscription £7.75.)

Table 7. Imports: commodity classes – overseas trade statistics basis
Seasonally adjusted values

£ million cif per month

	Total	Total excluding US military aircraft, etc.	Food, beverages and tobacco	Fuels	Industrial materials				Finished manufactures		Miscellaneous
					Total	Basic materials	Chemicals	Other semi-manufactures	Total	Excluding US military aircraft etc.	
1970	754	752	171	79	323	114	45	164	173	171	9
1st quarter	716	714	168	72	307	109	43	155	159	158	9
2nd quarter	762	759	169	75	332	119	43	170	175	172	9
3rd quarter	741	740	170	83	312	108	45	159	169	169	8
4th quarter	799	797	177	85	340	119	50	171	186	184	10
1971 January	752	751	173	93	294	107	47	140	190	189	5
February	783	783	187	86	329	114	49	166	181	180	3
March p	848	846	184	120	317	109	49	160	218	216	15
1970 4th quarter	799	797	177	85	340	119	50	171	186	184	10
1971 1st quarter p	795	793	181	100	313	110	48	155	196	195	8

p Provisional estimates.

Table 8. Import: areas – overseas trade statistics basis
Seasonally adjusted values

£ million cif per month

	Total	Total excluding US military aircraft, etc.	Sterling Area	Western Europe	North America		Latin America	Soviet Union and Eastern Europe	Rest of World
					Total	Excluding US military aircraft, etc.			
1970	754	752	205	285	155	153	27	30	51
1st quarter	716	714	199	268	152	150	26	29	45
2nd quarter	762	759	203	280	169	166	31	30	51
3rd quarter	741	740	208	285	143	142	26	28	51
4th quarter	799	797	211	307	156	154	26	35	58
1971 January	752	751	199	300	143	142	26	24	60
February	783	783	207	315	149	148	26	39	56
March p	848	846	212	326	186	184	21	35	73
1970 4th quarter	799	797	211	307	156	154	26	35	58
1971 1st quarter p	795	793	206	314	159	158	24	33	63

p Provisional estimates.

BRITISH-AMERICAN TOBACCO COMPANY LIMITED

B·A·T

REPORT 1970

PROFIT SUMMARY	1970 £ millions	1969
Group Turnover	1,668.4	1,484.4
Group Profit before Taxation ...	159.8	136.2
Group Profit after Taxation ...	86.9	73.0
B.A.T.'s Interest therein	75.3	62.7
B.A.T. Dividends (1970 includes capital dividend of £1·5) ...	30.3	27.3
EARNINGS AND DIVIDENDS PER ORDINARY STOCK UNIT	New Pence	
Earnings	31½	26¼
Gross Dividends (1970 includes capital dividend of ⅝p) ...	12½	11¼

If you would like a copy of the Report and Accounts for 1970 and a copy of Mr. R. P. Dobson's speech at the Annual General Meeting held on 15 April, 1971, please write to The Secretary at 7 Millbank, London, S.W.1.

Extracts from Mr. R. P. Dobson's Speech at the Annual General Meeting:

Group profit before taxation increased by £23.57 million to £159.79 million, an increase of 17%; net profit attributable to BAT rose by 20% to £75.30 million. By far the greater part of these improvements was derived from the tobacco business in which sales volume, turnover and trading profit increased in all continents in varying degrees.

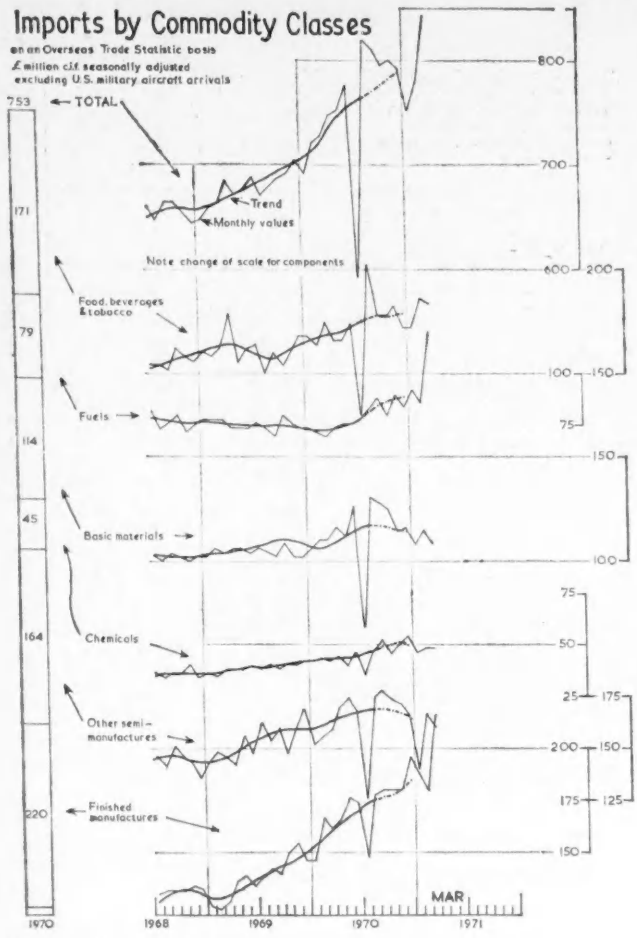
The acquisition of the outstanding stock of Wiggins Teape Limited in July 1970 brought control of a major company in the paper industry, in which we have been interested for many years.

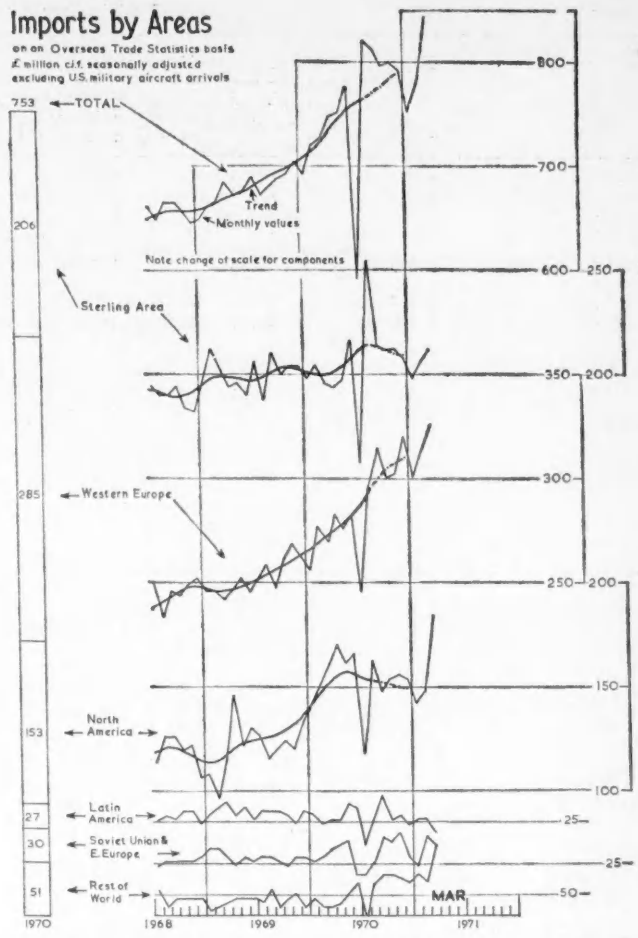
Over the past year there has been little or no growth in overall paper consumption in the United Kingdom. Fortunately a large part of Wiggins Teape's activities is in high-grade and speciality papers. Although demand for these papers is affected by economic factors, recovery can be expected with greater confidence.

There was a marked improvement in the performance of our perfumery and cosmetics interests during the year but there is still a long way to go before we achieve a satisfactory return on our investment in this industry.

Our world-wide cigarette sales for the first six months of the current year are again higher than for the same period last year, though by a smaller margin than in 1970.

I can only give a very broad indication of the likely Group results for the year to 30 September next. It is, I think, reasonable to expect some improvement in Group trading profit but the Group net profit attributable to BAT may not be significantly different from the record figure achieved last year. Scope for any further increase in total equity dividends for the year is, therefore, likely to be limited.





UK TRADE, *continued*

Statistics (for example on the import side ships built and delivered abroad direct to United Kingdom owners) or to remove items which are in the Trade Statistics (mainly returned goods and goods for processing and repair). The adjustment of imports to a balance of payments basis excludes the values of deliveries of United States military aircraft (including spares and some missiles) but includes the payments for those imports which are mainly being financed by a special United States Exim Bank credit. (The values involved are now small.) All these adjustments are described in greater detail in the annual 'Pink Book', *United Kingdom Balance of Payments* 1970 (Table 8 and pp. 68-71) and in the above quoted article in *Trade and Industry*.

(c) Three-monthly averages of trade figures

The sequence of individual monthly figures, even when seasonal influences have been allowed for, is usually too variable to give a satisfactory indication of the underlying trend. One simple method of securing a better guide to underlying movements is to take averages of three months. These averages, for the month in question and the two preceding months, are given in Table 1A. The averages are still sensitive to irregular movements in the monthly figures and to special influences, though they are markedly less variable than the monthly figures. More elaborate estimates of trend can be constructed but, except when major disturbances distort the flow of trade, the three-monthly average gives a quite good short-term guide and has the merit of simplicity.

(d) Recording of exports

The Secretary of State for Trade and Industry announced in the House of Commons on November 16 that some under-recording of exports had re-emerged in 1970. The text of his announcement and an article on under-recording were published in *Trade and Industry* of November 25, 1970. In reply to a Parliamentary Question on February 1, 1971, the Secretary of State said: 'There is no evidence to suggest that under-recording in recent months has differed from the estimate of 2 per cent indicated by the checks so far made of export documents received against ship and aircraft manifests: results of these checks are now available covering months up to September 1970.' Checks covering October and November 1970 do not suggest any change in the level of under-recording.

The figures in this article for total exports (except in Tables 4, 5 and 6) and in consequence, for the visible balance include from January 1970 an addition of 2 per cent to the value of exports as an allowance for under-recording. It is not possible to make estimates of the extent of under-recording on exports to different areas or of different commodity classes, and the figures in the Overseas Trade Statistics will not be adjusted.

For an account of special factors relating to the earlier under-recording of exports and net figures of adjustments on this account up to October 1969, see page 1392 of the *Board of Trade Journal* for May 20, 1970, on United Kingdom Trade in April.

(e) Seasonally adjusted figures

The seasonally adjusted figures throughout the article have been calculated, using improved seasonal adjustments. An article published in *Trade and Industry* on February 17 provides a full account of the general method used in seasonally adjusting the monthly trade statistics and describes various changes in the basic data and working methods leading to improvements in the adjustment process.

(f) The purchase of these aircraft, as well as that of BOAC's first three 747s which were delivered last year, is being financed by means of a dollar loan raised in the United States.

(g) Detailed particulars of United Kingdom trade

These will be published on the usual Overseas Trade Statistics basis on April 29† and further analysis of the figures will be found in tables 125 to 136 in the *Monthly Digest* for May‡, due to be published in the second week of June.

† Overseas Trade Statistics of the United Kingdom, January 1971, HMSO price £1.85 (Annual subscription £25.05).

‡ Monthly Digest of Statistics, May 1971, HMSO price 60p (Annual subscription £7.75.)

Table 7. Imports: commodity classes – overseas trade statistics basis
Seasonally adjusted values

£ million cif per month

	Total	Total excluding US military aircraft, etc.	Food, beverages and tobacco	Fuels	Industrial materials				Finished manufactures		Miscellaneous
					Total	Basic materials	Chemicals	Other semi-manufactures	Total	Excluding US military aircraft etc.	
1970	754	752	171	79	323	114	45	164	173	171	9
1st quarter	716	714	168	72	307	109	43	155	159	158	9
2nd quarter	762	759	169	75	332	119	43	170	175	172	9
3rd quarter	741	740	170	83	312	108	45	159	169	169	8
4th quarter	799	797	177	85	340	119	50	171	186	184	10
1971 January	752	751	173	93	294	107	47	140	190	189	5
February	783	783	187	86	329	114	49	166	181	180	3
March p	848	846	184	120	317	109	49	160	218	216	15
1970 4th quarter	799	797	177	85	340	119	50	171	186	184	10
1971 1st quarter p	795	793	181	100	313	110	48	155	196	195	8

p Provisional estimates.

Table 8. Import: areas – overseas trade statistics basis
Seasonally adjusted values

£ million cif per month

	Total	Total excluding US military aircraft, etc.	Sterling Area	Western Europe	North America		Latin America	Soviet Union and Eastern Europe	Rest of World
					Total	Excluding US military aircraft etc.			
1970	754	752	205	285	155	153	27	30	51
1st quarter	716	714	199	268	152	150	26	29	45
2nd quarter	762	759	203	280	169	166	31	30	51
3rd quarter	741	740	208	285	143	142	26	28	51
4th quarter	799	797	211	307	156	154	26	35	58
1971 January	752	751	199	300	143	142	26	24	60
February	783	783	207	315	149	148	26	39	56
March p	848	846	212	326	186	184	21	35	73
1970 4th quarter	799	797	211	307	156	154	26	35	58
1971 1st quarter p	795	793	206	314	159	158	24	33	63

p Provisional estimates.

BRITISH-AMERICAN TOBACCO COMPANY LIMITED

B·A·T

REPORT 1970

PROFIT SUMMARY	1970 £ millions	1969
Group Turnover	1,668.4	1,484.4
Group Profit before Taxation ...	159.8	136.2
Group Profit after Taxation ...	86.9	73.0
B.A.T.'s Interest therein	75.3	62.7
B.A.T. Dividends (1970 includes capital dividend of £1·5) ...	30.3	27.3
EARNINGS AND DIVIDENDS PER ORDINARY STOCK UNIT	New Peace	
Earnings	31½	26⅛
Gross Dividends (1970 includes capital dividend of ⅝p) ...	12½	11¼

If you would like a copy of the Report and Accounts for 1970 and a copy of Mr. R. P. Dobson's speech at the Annual General Meeting held on 15 April, 1971, please write to The Secretary at 7 Millbank, London, S.W.1.

Extracts from Mr. R. P. Dobson's Speech at the Annual General Meeting:

Group profit before taxation increased by £23.57 million to £159.79 million, an increase of 17%; net profit attributable to BAT rose by 20% to £75.30 million. By far the greater part of these improvements was derived from the tobacco business in which sales volume, turnover and trading profit increased in all continents in varying degrees.

The acquisition of the outstanding stock of Wiggins Teape Limited in July 1970 brought control of a major company in the paper industry, in which we have been interested for many years.

Over the past year there has been little or no growth in overall paper consumption in the United Kingdom. Fortunately a large part of Wiggins Teape's activities is in high-grade and speciality papers. Although demand for these papers is affected by economic factors, recovery can be expected with greater confidence.

There was a marked improvement in the performance of our perfumery and cosmetics interests during the year but there is still a long way to go before we achieve a satisfactory return on our investment in this industry.

Our world-wide cigarette sales for the first six months of the current year are again higher than for the same period last year, though by a smaller margin than in 1970.

I can only give a very broad indication of the likely Group results for the year to 30 September next. It is, I think, reasonable to expect some improvement in Group trading profit but the Group net profit attributable to BAT may not be significantly different from the record figure achieved last year. Scope for any further increase in total equity dividends for the year is, therefore, likely to be limited.

Capital expenditure of the manufacturing, distributive and service industries in the fourth quarter of 1970

Manufacturing industry

LATER INFORMATION on manufacturing industry's investment in the fourth quarter of 1970 has confirmed the fall of about 1 per cent (at 1963 prices seasonally adjusted) from the third quarter level. After allowing for investment grant distortion, expenditure in 1970 as a whole was about 3 per cent greater than in 1969.

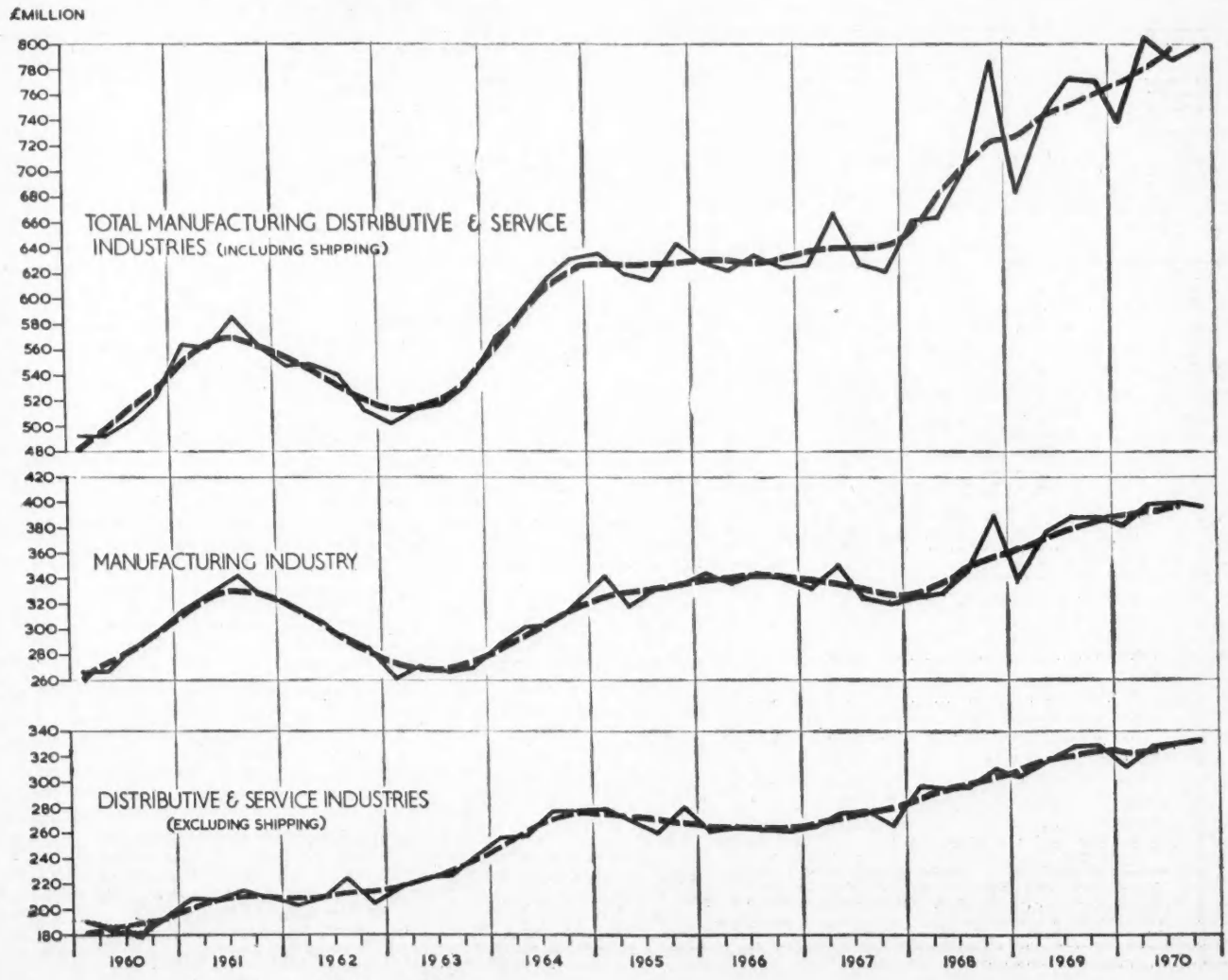
Within this overall increase of about 3 per cent the groups of industries for which separate figures are published had differing experience. Investment by the metal manufacturing industry rose sharply to its highest level since 1962 due to increased expenditure in both the ferrous and non-ferrous sectors. Capital expenditure by the chemicals industry attained an all time peak, about one fifth greater than the previous peak in 1966. Peak levels were also reached by the vehicles industry and the engineering, shipbuilding and metal goods group of industries, though the increases for these industries between 1969 and 1970 were less sharp than for the metal manufacturing and chemicals industries. There was a small increase in capital expenditure by the paper and publishing group.

Sharp falls were recorded by the textile, leather and clothing industry group and the residual group of other manufacturing industries from their 1969 peak levels. Investment in the coal and petroleum products industry which reached a peak level in 1968 has been declining since then, but the fall between 1969 and 1970 was less sharp than in the textile, leather and clothing industry group and the residual group of other manufacturing industries. There was a small fall in investment by the food, drink and tobacco group of industries.

Distributive and service industries (excluding shipping)

Revised estimates for the fourth quarter of 1970 show that the volume of investment by the distributive and service industries

Fixed capital expenditure at 1963 prices seasonally adjusted



(excluding shipping) increased slightly over the preceding two quarters. Within this total investment in new building work rose significantly between the third and fourth quarters due mainly to higher expenditure by insurance and property companies and the catering trades. This increase was partly offset by falls in expenditure on vehicles and on plant and machinery.

For 1970 as a whole the volume of capital expenditure by this group of industries was nearly 2 per cent higher than in 1969. Investment in plant and machinery increased by 8 per cent compared with 1969 (after allowing for investment grant distortions); most of this increase was accounted for by higher expenditure by banks and finance houses and there was a small increase by retailers. Investment in vehicles fell by 7 per cent; expenditure on vehicles in 1970 was lower in nearly all industry groups with the largest falls in retail and road haulage. Expenditure on new building work was about the same in 1970 as in 1969.

Within the industry groups the volume of wholesalers' investment eased back in 1970 for the third year running while retailers' expenditure showed a small increase. Expenditure in 'Other industries' was over 2 per cent higher than in 1969 (after allowing for investment grant distortions); this was more than accounted for by higher expenditure by banks, finance houses, and insurance and property companies.

Shipping industry

The quarterly figures for this industry fluctuate markedly since expenditure on individual ships can be substantial and payments may be made at irregular intervals during the course of construction. For the year 1970 as a whole the volume of expenditure was 13 per cent above the level in 1969 (after allowing for investment grant distortion).

Table 1. Fixed capital expenditure at 1963 prices seasonally adjusted of manufacturing, distributive and service industries

£ million

	Total	Analysis by industrial sectors			Analysis by type of asset		
		Manufacturing industries	Distributive and service industries (excluding shipping)	Shipping industry	New building work	Vehicles	Plant and machinery
1960	2,013	1,118	744	151	593	426	994
1961	2,274	1,315	838	121	700	406	1,168
1962	2,149	1,210	838	101	696	363	1,090
1963	2,064	1,070	910	84	645	389	1,030
1964	2,404	1,212	1,068	124	725	494	1,185
1965	2,514	1,327	1,088	99	755	472	1,287
1966	2,508	1,366	1,047	95	719	464	1,326
1967	2,544	1,328	1,082	133	694	504	1,346
1968	2,822 (2,762)*	1,390 (1,360)*	1,204 (1,199)*	228 (203)*	725	626 (601)*	1,471 (1,436)*
1969	2,976 (3,036)*	1,501 (1,531)*	1,282 (1,287)*	192 (217)*	796	616 (641)*	1,564 (1,599)*
1970	3,136	1,583	1,308	245	789	638	1,709
1964 1st quarter	569	288	255	26	168	118	283
2nd quarter	587	301	258	28	177	118	292
3rd quarter	616	304	277	36	189	131	296
4th quarter	632	320	278	34	190	128	314
1965 1st quarter	636	341	279	16	200	111	324
2nd quarter	620	319	270	32	185	125	310
3rd quarter	615	332	260	23	185	112	318
4th quarter	644	335	280	29	184	125	335
1966 1st quarter	628	345	261	22	181	113	333
2nd quarter	622	337	263	22	176	117	328
3rd quarter	634	345	262	26	180	119	335
4th quarter	625	340	261	24	181	114	329
1967 1st quarter	627	332	265	30	179	118	330
2nd quarter	668	350	275	44	177	139	352
3rd quarter	628	325	277	27	168	123	338
4th quarter	621	321	266	33	170	125	326
1968 1st quarter	664	325	298	42	173	141	350
2nd quarter	667	329	297	41	182	135	350
3rd quarter	704	346	298	60	184	160	360
4th quarter	787 (727)*	390 (360)*	312 (307)*	85 (60)*	186	190 (165)*	411 (376)*
1969 1st quarter	685 (745)*	342 (372)*	307 (312)*	36 (61)*	194	140 (165)*	351 (386)*
2nd quarter	744	378	317	49	200	158	387
3rd quarter	774	390	329	55	203	159	412
4th quarter	772	391	330	52	199	159	414
1970 1st quarter	740	382	314	44	192	142	407
2nd quarter	807	401	329	77	199	177	431
3rd quarter	789	402	331	55	196	156	437
4th quarter	800	398	334	69	203	164	433

The total of manufacturing industry and of the distributive and service industries covers a wide sector of the economy, accounting – after exclusion of dwellings – for 54 per cent of total expenditure in 1969. The total comprises most industries and services outside agriculture, forestry and fishing, coal mining, public utilities, the public transport corporations and the public administration. The excluded parts are, except for agriculture, very largely in the public sector of the economy. For all industries covered, public expenditure (e.g., by the British Steel Corporation) is included. However, the figures are largely representative of the trend of expenditure of private industry and business.

* After allowing for expenditure, brought forward into 1968 from 1969 to secure the higher rate of investment grants which ended on December 31, 1968, estimated at £30 million for manufacturing industry, £5 million for distributive and service industry, and £25 million for shipping. These broad estimates were made by averaging the seasonally adjusted quarterly figures of expenditure in the last quarter of 1968 and the first quarter of 1969, although the estimate for shipping is particularly uncertain because of the erratic nature of this industry's capital expenditure, while that for the distributive and service industries is uncertain because of the smallness of the effect.

For other footnotes, see end of article.

(Continued on next page)

DETAILED STATISTICS OF UNITED KINGDOM OVERSEAS TRADE

Each month the Overseas Trade Statistics give a considerable amount of detail about United Kingdom imports, exports and commodities and, for many of them, the most important countries of consignment.

The information in these statistics is, in fact, a summary of much more detailed information. This is derived from declarations made by traders to HM Customs and Excise under the descriptions in the Tariff and Overseas Trade Classification (which has about 6,000 commodity headings); there are 188 specified countries for consignment.

The fully detailed information is not published on a monthly basis but, when circumstances allow, HM Customs and Excise can supply detailed information about trade under individual descriptions of the Tariff and Overseas Trade Classification and with individual countries or through United Kingdom ports, either for particular months or for longer periods. A charge is made which covers the cost of the service. Applications should be made to the Statistical Office (Bill of Entry Section), HM Customs and Excise, 27 Victoria Avenue, Southend-on-Sea, Essex, SS2 6AL (Tel. Southend (0702) 49421, Ext. 316 or 323 for Imports, or Ext. 314 or 315 for Exports, Telex 99112 CUSEX Southend).

Table 2. Fixed capital expenditure of manufacturing industry at 1963 prices seasonally adjusted

£ million

	Total all manufacturing industries	Analysis by industry group									Analysis by type of asset		
		Food, drink and tobacco	Coal and petroleum products	Chemicals	Metal manufacture	Engineering, shipbuilding and metal goods	Vehicles	Textiles, leather and clothing	Paper printing and publishing	Other manufacturing industries	New building work	Vehicles	Plant and machinery
1960	1,118·2	156·0	22·7	139·1	204·0	245·7	88·3	92·5	73·3	96·6	288·8	73·5	755·9
1961	1,315·3	164·2	31·0	171·1	266·4	268·2	118·0	110·3	80·3	105·8	347·4	70·1	897·8
1962	1,210·4	163·0	22·6	172·7	228·6	235·4	105·6	94·6	80·7	107·2	325·5	61·5	823·4
1963	1,070·2	163·9	30·0	134·3	136·1	233·8	100·9	85·7	79·7	105·9	267·2	74·1	728·9
1964	1,211·8	186·6	36·7	164·7	114·4	279·9	90·9	116·3	90·8	131·5	298·9	90·9	822·0
1965	1,326·9	186·9	35·8	209·1	112·8	293·6	107·5	132·0	98·8	150·4	323·8	93·7	909·4
1966	1,366·2	178·8	57·3	228·7	116·0	298·7	119·9	128·3	86·2	152·3	311·4	89·7	965·1
1967	1,328·1	206·4	83·4	191·0	116·4	292·6	119·8	104·3	83·7	130·5	271·8	94·2	962·1
1968	1,389·6 (1,359·6)*	216·2	94·7	188·5	110·0	301·3	110·3	138·1	85·8	144·7	280·4	103·9	1,005·3 (975·3)*
1969	1,501·1 (1,531.1)*	209·7	74·6	220·7	130·8	308·1	132·6	151·0	92·3	181·3	323·0	109·5	1,068·6 (1,098·6)*
1970	1,583·1	206·7	63·4	277·2	202·8	334·1	140·1	117·5	96·8	144·5	315·0	100·3	1,167·8
1964 1st quarter	287·6	45·6	12·4	36·2	28·2	66·1	22·5	25·1	22·1	29·4	71·2	22·6	193·8
2nd quarter	300·5	47·0	8·6	39·7	27·8	70·0	24·3	28·2	21·1	33·8	74·5	22·6	203·4
3rd quarter	304·0	48·1	7·5	41·3	29·1	70·8	20·5	29·7	24·4	32·6	75·0	22·9	206·1
4th quarter	319·7	45·9	8·2	47·5	29·3	73·0	23·6	33·3	23·2	35·7	78·2	22·8	218·7
1965 1st quarter	340·5	47·0	9·2	51·1	28·7	78·8	25·9	34·6	26·8	38·4	86·6	23·5	230·4
2nd quarter	318·8	44·8	8·3	50·2	28·1	69·8	24·7	31·3	26·1	35·5	78·8	22·7	217·3
3rd quarter	332·2	47·8	8·5	57·1	28·8	67·8	27·5	34·2	22·8	37·7	80·9	22·6	228·7
4th quarter	335·4	47·3	9·8	50·7	27·2	77·2	29·4	31·9	23·1	38·8	77·5	24·9	233·0
1966 1st quarter	344·6	45·3	12·0	60·5	28·7	73·5	32·3	31·4	20·6	40·3	77·8	22·9	243·9
2nd quarter	336·8	44·1	13·3	54·6	27·6	75·2	29·8	34·5	20·7	37·0	75·5	23·6	237·7
3rd quarter	345·3	43·9	16·5	57·7	29·2	75·6	28·9	31·9	21·5	40·1	78·4	22·3	244·6
4th quarter	339·5	45·5	15·5	55·9	30·5	74·4	28·9	30·5	23·4	34·9	79·7	20·9	238·9
1967 1st quarter	331·8	51·2	16·5	47·4	29·8	73·4	30·2	28·1	21·0	34·2	75·3	21·1	235·4
2nd quarter	349·8	52·4	21·8	54·9	31·6	77·4	31·7	26·1	22·0	31·9	71·3	24·3	254·2
3rd quarter	325·1	50·7	22·5	43·0	30·0	71·7	28·8	24·7	21·4	32·3	62·9	24·6	237·6
4th quarter	321·4	52·1	22·6	45·7	25·0	70·1	29·1	25·4	19·3	32·1	62·3	24·2	234·9
1968 1st quarter	324·9	47·6	20·1	42·7	34·2	71·0	26·1	30·3	21·4	31·5	62·9	26·0	236·0
2nd quarter	329·1	53·0	22·8	46·0	26·7	71·3	26·2	28·2	19·4	35·5	69·3	24·4	235·4
3rd quarter	345·5	56·4	22·1	45·3	24·4	76·0	32·4	33·7	20·1	35·1	73·7	25·7	246·1
4th quarter	390·1 (360·1)*	59·2	29·7	54·5	24·7	83·0	25·6	45·9	24·9	42·6	74·5	27·8	287·8 (257·8)*
1969 1st quarter	341·6 (371·6)*	50·5	20·7	48·6	28·2	74·2	24·4	37·5	17·9	39·6	79·5	26·0	236·1 (266·1)*
2nd quarter	378·1	54·6	18·1	55·5	31·1	75·3	32·0	39·3	24·2	48·0	82·6	29·5	266·0
3rd quarter	390·4	52·3	18·6	60·0	33·5	80·2	36·9	37·4	25·3	46·2	82·6	26·9	280·9
4th quarter	391·0	52·3	17·2	56·6	38·0	78·4	39·3	36·8	24·9	47·5	78·3	27·1	285·6
1970 1st quarter	382·4	48·9	14·5	66·1	46·6	83·3	30·6	31·3	25·2	35·9	78·9	25·2	278·3
2nd quarter	400·8	53·0	15·3	68·6	44·9	86·2	36·3	31·6	25·2	39·7	81·3	25·4	294·1
3rd quarter	402·2	48·3	19·9	71·6	44·8	86·6	39·1	31·2	23·6	37·1	79·1	25·0	298·1
4th quarter	397·7	56·5	13·7	70·9	66·5	78·0	34·1	23·4	22·8	31·8	75·7	24·7	297·3

Table 3. Fixed capital expenditure in the distributive and service industries (excluding shipping) at 1963 prices seasonally adjusted

£ million

	Total	Analysis by industry group			Analysis by type of asset		
		Wholesale Distribution	Retail Distribution	Other industries	New building work	Vehicles	Plant and machinery
1960	744	98	172	474	304	202	238
1961	838	104	193	542	352	216	271
1962	838	102	184	551	370	202	266
1963	910	112	201	598	376	233	301
1964	1,068	131	226	711	424	281	363
1965	1,088	130	211	748	428	283	378
1966	1,047	117	191	740	404	282	361
1967	1,082	134	184	764	419	280	384
1968	1,204 (1,199)*	131	232	841 (836)*	439	300	466 (461)*
1969	1,282 (1,287)*	127	243	913 (918)*	466	321	495 (500)*
1970	1,308	123	247	938	467	300	541
1964 1st quarter	255	31	55	170	97	69	89
2nd quarter	258	32	59	168	102	67	89
3rd quarter	277	32	57	188	113	73	90
4th quarter	278	37	56	185	112	71	95
1965 1st quarter	279	36	55	188	111	74	94
2nd quarter	270	31	53	185	106	71	93
3rd quarter	260	32	52	176	104	67	89
4th quarter	280	30	51	199	106	71	102
1966 1st quarter	261	29	49	183	103	69	89
2nd quarter	263	31	47	186	100	72	91
3rd quarter	262	29	47	185	101	71	90
4th quarter	261	28	48	186	100	71	90
1967 1st quarter	265	31	46	189	103	68	94
2nd quarter	275	34	45	195	105	72	98
3rd quarter	277	35	46	196	104	72	101
4th quarter	266	34	48	184	107	68	91
1968 1st quarter	298	35	55	207	109	75	114
2nd quarter	297	31	58	208	111	70	115
3rd quarter	298	32	59	208	109	76	113
4th quarter	312 (307)*	34	59	219 (214)*	110	79	124 (119)*
1969 1st quarter	307 (312)*	31	59	217 (222)*	113	79	115 (120)*
2nd quarter	317	31	60	226	116	80	121
3rd quarter	329	32	60	236	118	79	131
4th quarter	330	32	64	234	118	83	128
1970 1st quarter	314	30	62	221	112	73	129
2nd quarter	329	33	62	235	115	77	137
3rd quarter	331	32	63	236	115	77	139
4th quarter	334	28	60	246	124	73	136

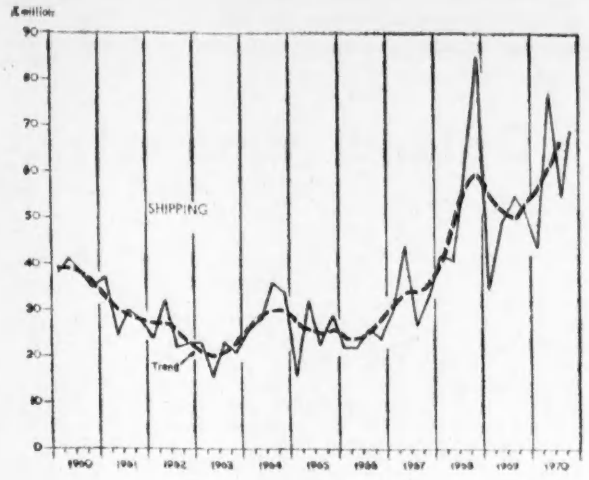


Table 4. Fixed capital expenditure at current prices of manufacturing, distributive and service industries

£ million

	Total	Manufacturing industry	Distributive and service industries (excluding shipping)	Shipping industry
1960	1,902	1,035	705	162
1961	2,913	1,253	808	132
1962	2,119	1,183	829	107
1963	2,064	1,070	910	84
1964	2,445	1,236	1,086	123
1965	2,657	1,420	1,137	100
1966	2,742	1,521	1,122	99
1967	2,799	1,485	1,174	140
1968	3,212	1,615	1,350	247
1969	3,522	1,813	1,491	217
1970	3,975	2,072	1,606	297
1964 1st quarter	552	273	256	23
2nd quarter	585	301	259	25
3rd quarter	612	308	271	33
4th quarter	696	354	301	41
1965 1st quarter	638	338	285	15
2nd quarter	643	334	279	30
3rd quarter	642	357	264	21
4th quarter	735	392	308	35
1966 1st quarter	661	361	279	21
2nd quarter	662	362	278	22
3rd quarter	677	382	269	26
4th quarter	742	416	296	30
1967 1st quarter	675	358	288	29
2nd quarter	715	376	295	44
3rd quarter	672	360	287	25
4th quarter	739	392	305	42
1968 1st quarter	726	354	331	41
2nd quarter	740	368	330	43
3rd quarter	782	400	323	59
4th quarter	964	493	367	104
1969 1st quarter	779	386	356	38
2nd quarter	852	435	365	53
3rd quarter	895	470	368	57
4th quarter	996	524	403	70
1970 1st quarter	887	459	379	50
2nd quarter	984	498	399	87
3rd quarter	988	532	395	61
4th quarter	1,117	584	434	99

Notes relating to Tables 1 to 4

Capital expenditure comprises expenditure on vehicles (including ships) and plant and machinery less receipts from sales of these assets, and on new building work.

The analysis by industry group follows the Standard Industrial Classification Revised 1968 edition:

Manufacturing Orders III to XIX

Distributive Trades Order XXIII

Wholesale MLH 810, 811, 812, 831, 832 (except leasing by Finance Houses and similar businesses)

Retail MLH 820, 821

Other Industries Order XX (Construction); XXII (Transport and Communication) excluding 701 – Railways, 706 – Port and Inland Water Transport, 707 – Air Transport and 708 – Postal Services and Telecommunications; XXIV (Insurance Banking Finance and Business Services) including leasing by Finance Houses and similar Businesses and excluding Trustee Savings Banks; XXV (Professional and Scientific Services) excluding 872 – Educational Services and 874 – Medical and Dental Services; and XXVI (Miscellaneous Services).

The estimates with the exception of those for manufacturing industry in Table 2 are shown to the nearest £million but should not be regarded as accurate to this degree and care should be taken in using the industry figures in Tables 2 and 3 because of the margins of error involved in the quarterly seasonal adjustments. Also there may be an apparent discrepancy between the totals and the sum of the constituent parts due to rounding.

Output of the wool textile industry

THE VOLUME of production in the wool textile industry in January, 1971, was 9 per cent less than in January, 1970.

Statistics issued by the Wool Industry Bureau of Statistics show that in January deliveries of woven fabrics (excluding blankets) were 14 per cent less than in January, 1970, and deliveries of worsted yarn (excluding semi-worsted yarn) were 11 per cent less. Production of wool and hair tops was 29 per cent less and of man-made fibre tops 32 per cent less.

Production and delivery figures issued by the Wool Industry Bureau of Statistics are now given in kilograms, but they have been converted into lbs. in the table in order to maintain continuity with previous years.

Output of the wool textile industry

	Consumption	Production			Deliveries			
	Raw wool (clean weight)	Tops		Woollen yarn (†)	Worsted yarn (§)	Woven fabrics (excluding blankets) (‡)		Blankets (†)
		Wool and hair	Man-made fibres			Woollen	Worsted	
	Million lb.					Million sq. yds.		
1963	457·8	304·0	42·2	313·1	239·7	176·8	148·6	35·1
1964	418·3	265·2	56·8	325·8	233·3	177·1	148·3	32·9
1965	402·6	247·6	57·1	321·8	227·6	175·3	147·6	32·8
1966	388·2	229·8	62·9	314·7	220·9	168·4	133·9	30·5
1967	359·9	203·1	60·9	304·4	197·6	163·2	131·3	28·7
1968	391·4	213·0	80·2	324·9	216·6	162·4	132·3	32·7
1969	384·6	202·9	93·0	313·6	221·5	155·6	130·6	32·2
1970	337·3	155·5	98·4	285·3	215·1	138·1	119·3	29·4
1969 1st qtr.	105·4	55·3	23·9	86·3	58·0	37·9	34·9	7·9
2nd qtr.	100·6	52·8	22·7	82·9	57·2	40·8	32·2	10·2
3rd qtr.	84·7	45·7	21·6	66·3	48·9	38·8	29·6	5·6
4th qtr.	93·9	49·2	24·7	78·1	57·4	38·1	33·8	8·5
1970 1st qtr.	92·2	49·6	24·8	74·3	54·1	33·3	31·0	7·5
2nd qtr.	91·9	48·9	25·4	73·9	57·7	36·8	31·1	6·3
3rd qtr.	72·2	38·5	23·2	61·5	48·2	33·8	26·5	6·9
4th qtr.	81·0	38·8	25·0	75·6	55·1	34·3	30·8	8·6
1970 Jan.	31·8	17·5	9·0	25·8	17·8	12·0	10·5	2·8
Feb.	29·8	16·1	7·8	23·8	18·3	10·5	10·0	2·6
Mar.	30·6	16·0	8·0	24·7	17·9	10·8	10·5	2·1
Apr.	32·6	18·0	8·8	25·9	21·2	12·0	10·7	2·3
May	27·6	13·8	7·7	22·4	16·6	11·8	9·4	1·9
June	31·7	17·2	8·8	25·6	19·9	13·0	11·0	2·2
July	26·9	15·8	9·1	19·9	17·8	11·4	9·0	1·7
Aug.	19·8	9·5	5·7	18·3	12·8	10·5	7·2	2·2
Sept.	25·5	13·2	8·4	23·3	17·6	11·9	10·3	3·0
Oct.	26·6	12·6	9·5	25·7	19·6	12·4	10·8	3·4
Nov.	28·4	13·7	8·9	25·7	18·6	11·8	10·6	2·6
Dec.	26·0	12·4	6·6	24·3	16·9	10·1	9·5	2·6
1971 Jan.	26·4	12·4	6·1	24·6	16·2	10·2	9·2	3·2

(*) Estimated. (‡) Woven woollen fabrics include fabrics which are mainly woollen by weight of components and, similarly, woven worsted fabrics include fabrics which are mainly worsted by weight of components. (§) From January 1969 includes semi-worsted yarn; previously yarn of this type was not separately distinguished and the small quantities involved were divided between the woollen and worsted yarn headings. In January deliveries of semi-worsted yarn were 1·7 million lb.

Business Monitor

THE FOLLOWING TITLES and issues of Business Monitor are now available and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1.

Production Series

Monthly at £1 a year post free:

Paper and Papermaking Materials for December 1970

Civil Aviation Series

Monthly at £1 a year post free:

Airport Activity for September and October 1970

Air Passengers for September and October 1970

Air Freight and Mail for September and October 1970

Airline Operations for October, November, December and Year 1970

Service and Distributive Series

Monthly at £2 each a year post free:

Food Shops for January 1971

Clothing and Footwear Shops for January 1971

Durable Goods Shops for January 1971

Miscellaneous Non-food Shops for January 1971

Miscellaneous Series

Monthly at £5.25 a year post free:

Motor Vehicle Registrations for January 1971

A complete list of titles of Business Monitors was last published in *Trade and Industry* on March 31, on page 679.

Manufacturers' and distributors' stocks in the fourth quarter of 1970

Manufacturing industry

REVISED ESTIMATES confirm the provisional indication of a substantial increase in manufacturers' stocks in the fourth quarter of last year. The total increase is now estimated at £97 million (at 1963 prices, seasonally adjusted). About half of the overall increase, £45 million, was the result of an increase in stocks of finished goods, the remainder of the increase being divided almost equally between stocks of materials and fuel and work in progress.

With the exception of the textiles, leather and clothing industries, all industry groups shared in the overall increase. Particularly marked was the increase shown in the engineering, shipbuilding, vehicles and metal goods group of industries. This increase accounted for £67 million of the total increase in manufacturers' stocks and was the biggest increase in that group since the second quarter of 1969. It was divided between a substantial increase in stocks of finished goods, following two quarters of destocking, a smaller increase in stocks of work in progress and a small rise in stocks of materials and fuel.

Stocks in the metal manufacture industry group increased by £18 million at 1963 prices, seasonally adjusted, a fairly substantial increase for that group. This followed quite high stockbuilding in the third quarter of 1970.

Stocks in the textiles, leather and clothing industry group fell in the last three quarters of 1970. This followed substantial stockbuilding in this industry group during 1969.

Small increases in stocks were shown by the remaining three industry groups.

The ratio of manufacturers' stocks to production rose slightly in the fourth quarter but the level continued to remain low.

Value of physical increase in stocks at 1963 prices seasonally adjusted

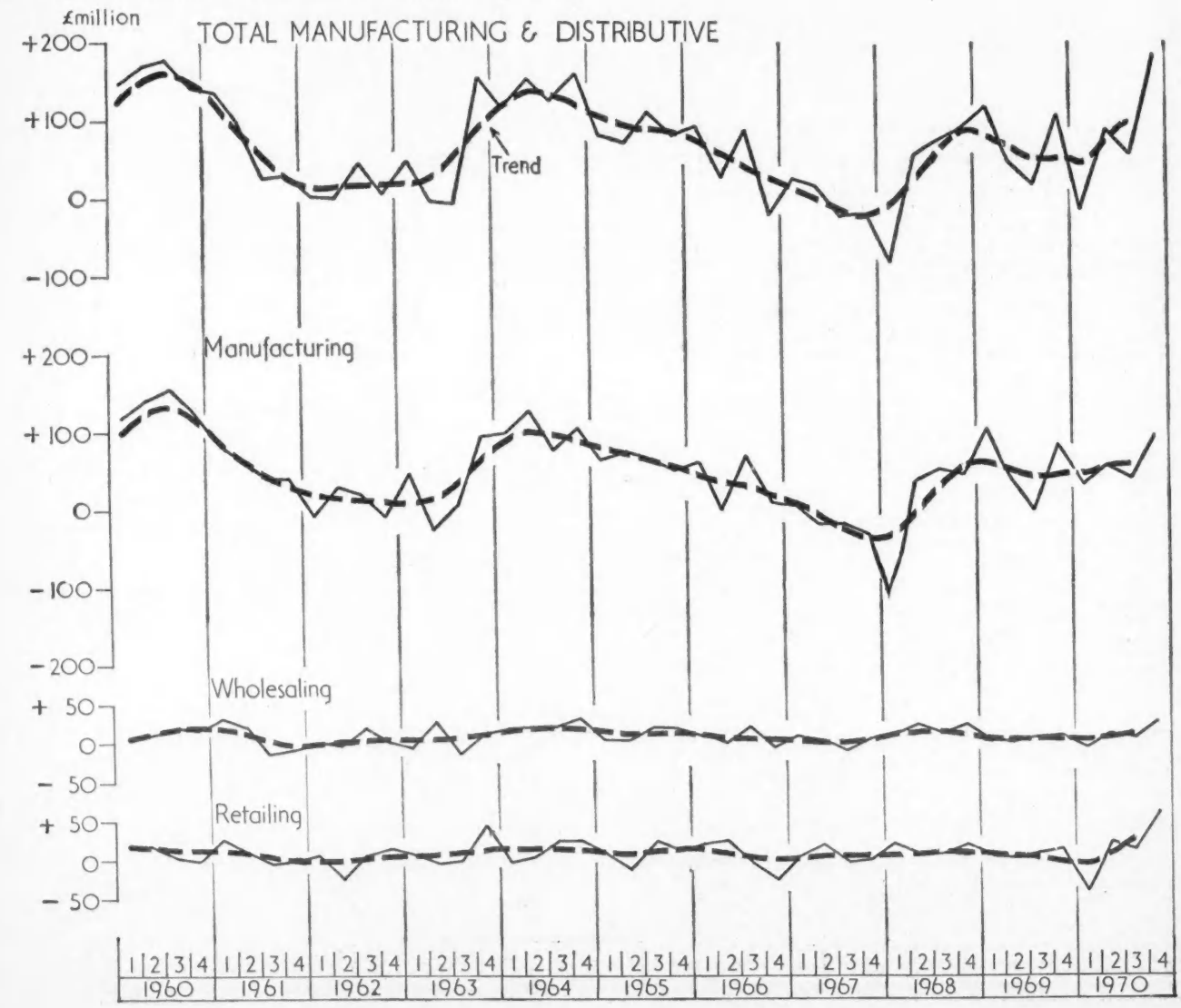


Table 1. Value of physical increase of manufacturers' and distributors' stocks at 1963 prices seasonally adjusted

£ million

	Total	Manufacturing	Wholesaling	Retailing
Level of stocks at end 1970	10,139	7,519	1,263	1,357
1960	637	543	55	39
1961	296	234	32	30
1962	55	29	22	3
1963	191	122	25	43
1964	550	411	93	46
1965	341	263	47	31
1966	185	143	25	17
1967	– 2	–37	13	22
1968	138	23	75	41
1969	285	232	26	27
1970	315	224	39	51
1964 1st quarter	116	99	20	– 3
2nd quarter	152	127	22	3
3rd quarter	123	79	21	23
4th quarter	159	106	30	23
1965 1st quarter	80	66	5	9
2nd quarter	71	78	4	–12
3rd quarter	111	67	21	23
4th quarter	79	51	18	11
1966 1st quarter	92	62	9	21
2nd quarter	28	2	1	25
3rd quarter	86	69	21	– 4
4th quarter	–21	10	– 6	–24
1967 1st quarter	23	8	10	6
2nd quarter	16	– 8	4	20
3rd quarter	–22	– 8	–10	– 4
4th quarter	–19	–30	9	1
1968 1st quarter	–82	–114	12	21
2nd quarter	55	39	26	– 9
3rd quarter	75	53	13	9
4th quarter	90	46	25	20
1969 1st quarter	117	105	6	5
2nd quarter	46	43	2	1
3rd quarter	16	—	8	8
4th quarter	106	84	10	13
1970 1st quarter	–14	32	– 5	–41
2nd quarter	87	55	11	21
3rd quarter	57	40	6	12
4th quarter	185	97	28	60

Distributive industries

In the fourth quarter of 1970 wholesalers' stocks showed a substantial increase compared with the preceding seven quarters. Stocks held by all three groups of wholesalers rose in the fourth quarter and in total showed an increase of £28 million, at 1963 prices, seasonally adjusted. For the year 1970 as a whole wholesalers' stocks increased by £39 million at 1963 prices. Nearly all this rise was accounted for by stocks held by dealers in industrial materials and machinery, which increase in each quarter of 1970. General wholesale distributors' stocks showed a moderate rise over the year as a whole; this was partly offset by a fall in stocks held by dealers in coal, builders' materials, etc., which normally show only small changes.

Retailers' stocks also showed a substantial increase in the fourth quarter. The increase of £60 million, at 1963 prices, seasonally adjusted, together with the smaller increases in the previous two quarters much more than offset the large fall in the first quarter, and for 1970 as a whole the volume of retailers' stocks rose by £51 million.

(*Continued on next page*)

THE PATENT OFFICE

In addition to handling some 82,000 *Patent, Trade Marks and Designs applications yearly, the Patent Office offers to industry a wide range of publications. These include the* Official Journal (Patents) the Trade Marks Journal, British Patent Specifications, Illustrated Abridgements of Patent Specifications, Reports of Patent, Design and Trade Mark Cases, *and 50-year subject matter file lists of British Patent Specifications.*

Details of these and other publications may be obtained by post from Sale Branch, The Patent Office, Orpington, Kent, BR5 3RD or by personal application at the Public Sale Counter of the Patent Office, 25 Southampton Buildings, London, W.C.2.

Receipts from sales amount to some £450,000 *annually. You may well find information your firm needs among the Patent Office publications*

Table 2. Value of the physical increase of stocks held by manufacturing industry at 1963 prices seasonally adjusted

£ million

		Analysis by industry group						Analysis by type of asset		
	All manufacturing industries	Food, drink and tobacco	Chemicals and allied industries	Metal manufacture	Engineering, shipbuilding, vehicles and metal goods	Textiles leather and clothing	Other manufacturing industries	Materials and fuel	Work in progress	Finished goods
Level of stocks at end 1970	7,519	968	760	533	3,746	760	753	2,558	2,760	2,201
1960	543	39	46	83	285	30	60	226	146	171
1961	234	11	23	13	151	7	29	43	103	89
1962	29	29	– 1	–18	42	–19	– 3	–60	43	47
1963	122	46	–14	2	75	2	11	1	100	21
1964	411	1	47	31	239	61	32	147	178	86
1965	263	2	26	26	169	– 2	41	56	98	109
1966	143	–11	31	–16	84	26	30	–22	33	133
1967	–37	18	6	–27	11	–32	–12	–39	34	–33
1968	23	—	57	30	–91	2	25	6	—	17
1969	232	3	58	–23	118	47	30	39	22	172
1970	224	14	45	30	161	–22	– 4	95	47	81
1964 1st quarter	99	10	13	9	48	17	2	60	31	8
2nd quarter	127	– 2	9	16	76	20	9	31	56	40
3rd quarter	79	– 9	11	1	59	7	9	10	44	25
4th quarter	106	2	14	4	57	17	13	46	47	14
1965 1st quarter	66	–13	– 2	10	52	10	10	1	48	17
2nd quarter	78	2	21	—	49	– 4	12	29	7	42
3rd quarter	67	16	4	7	34	– 7	14	13	32	22
4th quarter	51	– 2	4	10	34	– 1	6	12	11	28
1966 1st quarter	62	4	11	– 4	33	6	13	4	16	43
2nd quarter	2	—	7	–18	3	6	5	–22	13	11
3rd quarter	69	–15	6	18	40	10	10	23	—	46
4th quarter	10	—	6	–11	9	4	2	–28	4	34
1967 1st quarter	8	– 3	4	– 3	10	– 6	6	– 9	15	3
2nd quarter	– 8	3	–16	– 7	24	– 6	– 5	–21	4	9
3rd quarter	– 8	17	24	– 9	–27	– 3	– 9	– 1	3	–10
4th quarter	–30	1	– 6	– 8	4	–17	– 3	– 7	12	–34
1968 1st quarter	–114	3	–11	—	–91	– 9	– 7	–11	–26	–77
2nd quarter	39	—	31	8	–18	7	11	—	9	30
3rd quarter	53	–13	22	12	26	– 2	8	– 1	21	32
4th quarter	46	10	14	10	– 7	6	13	17	– 4	33
1969 1st quarter	105	2	16	– 4	57	24	11	20	20	66
2nd quarter	43	– 3	14	– 5	30	—	7	20	– 2	25
3rd quarter	—	15	– 4	–16	–15	13	7	–21	6	15
4th quarter	84	–11	33	1	47	9	5	20	– 2	66
1970 1st quarter	32	6	16	– 3	4	4	5	10	–27	49
2nd quarter	55	8	9	3	54	12	– 7	40	40	–25
3rd quarter	40	–11	10	13	36	– 5	– 5	19	9	12
4th quarter	97	10	9	18	68	–10	3	27	26	45

MANUFACTURERS' AND DISTRIBUTORS' STOCKS, *continued*

Table 3. Value of the physical increase of stocks held by wholesalers at 1963 prices seasonally adjusted

£ million

	Total wholesalers	General wholesale distributors	Dealers in coal, builders materials, etc.	Dealers in industrial materials and machinery
Level of stocks at end 1970	1,263	764	114	384
1960	55	32	4	19
1961	32	21	—	11
1962	22	4	4	15
1963	25	9	5	11
1964	93	49	13	30
1965	47	22	5	21
1966	25	18	—	7
1967	13	7	—	5
1968	75	48	3	24
1969	26	10	− 1	17
1970	39	6	− 4	37
1964 1st quarter	20	8	4	8
2nd quarter	22	11	2	9
3rd quarter	21	6	8	7
4th quarter	30	23	—	7
1965 1st quarter	5	− 2	− 1	7
2nd quarter	4	2	—	2
3rd quarter	21	13	2	6
4th quarter	18	8	4	6
1966 1st quarter	9	8	2	− 1
2nd quarter	1	1	2	− 2
3rd quarter	21	18	− 3	7
4th quarter	− 6	− 8	− 1	3
1967 1st quarter	10	—	—	10
2nd quarter	4	9	− 4	− 2
3rd quarter	−10	−10	2	− 2
4th quarter	9	9	1	− 1
1968 1st quarter	12	15	1	− 4
2nd quarter	26	13	4	8
3rd quarter	13	10	− 2	4
4th quarter	25	10	− 1	16
1969 1st quarter	6	− 2	—	8
2nd quarter	2	− 7	− 1	10
3rd quarter	8	6	1	1
4th quarter	10	13	− 1	− 2
1970 1st quarter	− 5	−15	1	9
2nd quarter	11	6	− 4	9
3rd quarter	6	− 3	− 3	12
4th quarter	28	18	3	7

Table 4. Increase in the book value of manufacturers' and distributors' stocks

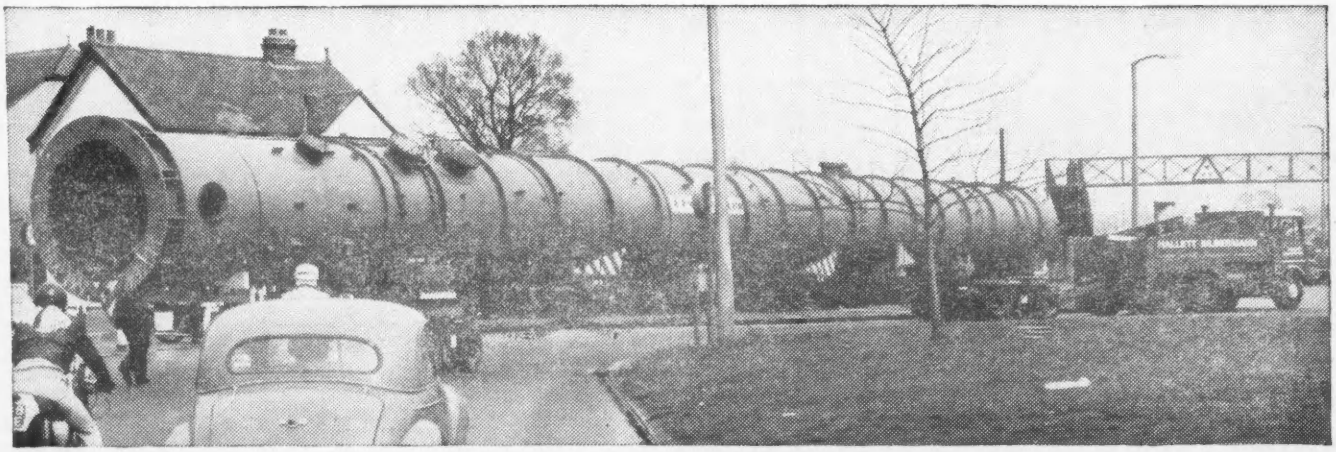
£ million

	Total	Manufacturing	Wholesaling	Retailing
Level of stocks at end 1970	13,443	10,024	1,666	1,753
1960	690	586	60	44
1961	416	315	40	61
1962	143	81	30	31
1963	348	253	44	50
1964	811	590	136	85
1965	612	490	73	50
1966	468	363	51	55
1967	150	70	47	33
1968	715	462	138	115
1969	1,027	822	104	102
1970	1,250	908	160	182
1964 1st quarter	210	137	18	55
2nd quarter	228	184	32	11
3rd quarter	184	115	66	4
4th quarter	189	153	20	16
1965 1st quarter	190	124	—	65
2nd quarter	158	153	15	−10
3rd quarter	170	109	63	−1
4th quarter	94	104	− 5	− 5
1966 1st quarter	253	162	7	84
2nd quarter	179	138	12	29
3rd quarter	99	68	52	21
4th quarter	−63	− 5	−20	37
1967 1st quarter	39	−14	−15	68
2nd quarter	29	18	1	11
3rd quarter	10	18	30	−38
4th quarter	73	49	32	− 8
1968 1st quarter	138	17	23	98
2nd quarter	211	169	30	12
3rd quarter	176	141	57	−22
4th quarter	190	135	28	27
1969 1st quarter	349	234	16	99
2nd quarter	236	216	18	2
3rd quarter	182	138	65	−21
4th quarter	260	234	4	22
1970 1st quarter	314	252	17	46
2nd quarter	319	256	26	38
3rd quarter	223	144	78	1
4th quarter	394	257	39	98

Notes relating to Tables 1 to 4

The analysis by industry group follows the Standard Industrial Classification (1968 edition)
Manufacturing Orders III to XIX
Distributive Trades Order XXIII:
Wholesale MLH 810, 811, 812, 831, 832 (except leasing by Finance Houses)
Retail MLH 820, 821

The estimates are shown to the nearest £ million but should not be regarded as accurate to this degree and care should be taken in using the industry figures in Tables 2 and 3 because of the margin of error involved in quarterly seasonal adjustments. Differences between totals and the sum of constituent parts are due to rounding.

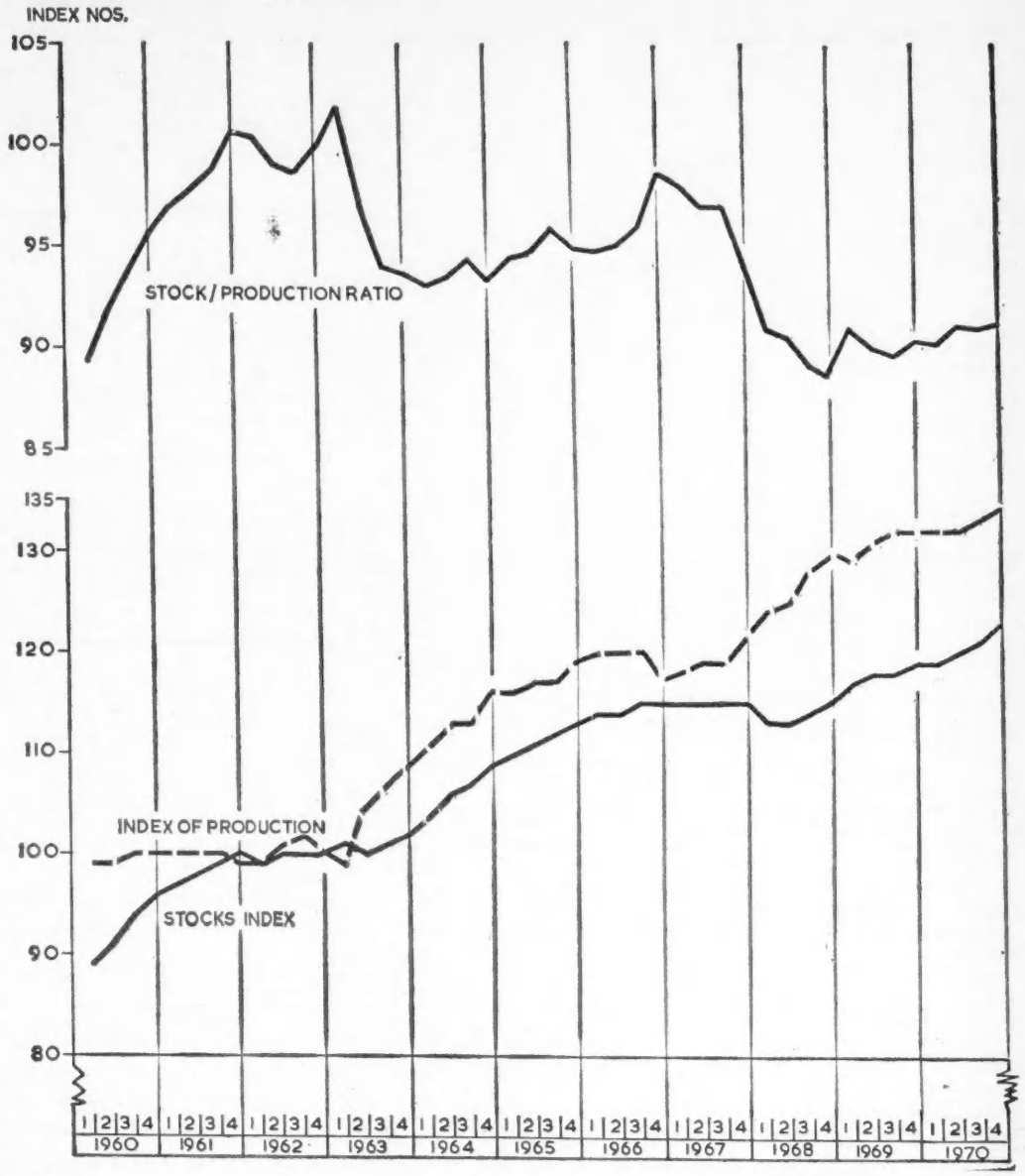


A distillation column on route to Czechoslovakia for a Cumene plant engineered and supplied by C. J. B. Processes Ltd. for Slovnaft of Bratislavia. The column measures over 100 ft. long.

Table 5. The relationship of manufacturers' stocks to manufacturing production

		Index numbers – 4th quarter 1962=100 Seasonally adjusted		
		Stock levels at 1962 prices	Production (with 1963 net output weight)	Ratio of Stocks to Production
1960 Q	1	89	99	89·5
	2	91	99	91·6
	3	94	100	93·7
	4	96	100	95·5
1961 Q	1	97	100	96·9
	2	98	100	97·8
	3	99	100	98·8
	4	100	99	100·7
1962 Q	1	99	99	100·3
	2	100	101	99·1
	3	100	102	98·6
	4	100	100	100·0
1963 Q	1	101	99	102·1
	2	100	104	96·9
	3	101	107	94·2
	4	102	109	93·7
1964 Q	1	104	111	93·1
	2	106	113	93·6
	3	107	113	94·4
	4	109	116	93·5
1965 Q	1	110	116	94·5
	2	111	117	94·6
	3	112	117	95·9
	4	113	119	95·0
1966 Q	1	114	120	94·9
	2	114	120	95·1
	3	115	120	96·0
	4	115	117	98·7
1967 Q	1	115	118	98·1
	2	115	119	97·1
	3	115	119	97·0
	4	115	122	94·2
1968 Q	1	113	124	91·1
	2	113	125	90·5
	3	114	128	89·3
	4	115	130	88·7
1969 Q	1	118	129	91·1
	2	118	131	90·2
	3	118	132	89·8
	4	120	132	90·5
1970 Q	1	119	132	90·3
	2	120	132	91·3
	3	121	133	91·2
	4	123	134	91·4

Notes:
(1) The index numbers of the level of stocks relate to the end of each quarter; the index of production refers to production during the quarter.
(2) The 1963 index of production has been rebased on the fourth quarter of 1962 for the purpose of this table. Estimates for the years preceding 1962 are based on the previous 1958 based index.
(3) The index number of the stocks production ratio are calculated from unrounded estimates of the data in the previous two columns.



Economic Trends

A monthly journal for those who want to follow the main trends of the economic situation in the United Kingdom. It brings together the main statistical series on employment, output, consumption, trade and finance, and each issue contains a special feature article on some aspect of the statistics.
Price **50p** (*by post* 53½*p*) Annual subscription **£6.40** including postage.

HMSO

Government publications can be purchased from the Government Bookshops in London (post orders to P.O. Box 569, S.E.1) Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through booksellers.

WHOLESALE PRICE INDEX NUMBERS

Output prices rise 2 per cent in first quarter

FOR THE CALCULATION of most of the wholesale price index numbers for January to March, less full information has been used than is normally available, owing to the postal strike. There are, however, adequate data to calculate provisional sector and most other index numbers for the first three months of 1971, including all those for January and February previously withheld.

On this provisional basis the price index for home sales of manufactured products in the first quarter of 1971 averaged 2 per cent more than in the fourth quarter of 1970. This increase was about the same as that which took place between the corresponding quarters a year before, and between the third and fourth quarters last year. Within the quarter, there was a marked increase of 1 per cent in January, with much smaller upward movements in February and March. In part this apparent slowing down could reflect the limitations of the available data, but also manufacturers may generally have avoided making price changes during the decimalization period.

The provisional index for prices of basic materials and fuel used in manufacturing industry changed little between January and March. In the first quarter as a whole it was nearly 2 per cent more than in the last quarter of 1970, following an increase of about the same amount between the two previous quarters. The lift in the index in the first quarter was predominantly the result of substantially higher crude oil prices.

Materials and fuel purchased by broad sectors of industry (Table 1)

Price index numbers for all sectors were higher in the first quarter of 1971 than in the last quarter of 1970. The index for the food manufacturing industries increased moderately by ¾ per cent in contrast to the marked 4 per cent lift between the third and fourth quarters; in the last two months of the quarter the index fell. Index numbers for both the chemicals industries and the steel industries continued to rise strongly, and averaged 2½ per cent about the fourth quarter. Index numbers for the electrical engineering industries, and for the electrical machinery industry, rose a little in the first quarter after falling substantially in the last half of last year. Prices of materials and fuel purchased by the textile

NOTES ON WHOLESALE PRICE INDEX NUMBERS

(1) Detailed notes on index numbers of wholesale prices are published in the annual article. They were last shown in *Trade and Industry* of February 24, 1971.

(2) The index numbers are constructed on a net sector basis. That is to say, the price movements used to compile the index for a particular sector of industry are only those relating to transactions between the sector and other sectors. Transactions between undertakings in the same sector are excluded. Thus index numbers for the whole of manufacturing industry are not weighted averages of sector index numbers.

(3) Correspondence about wholesale price index numbers should be addressed to Statistics Division, DTI, Room 610, Sanctuary Buildings, Great Smith Street, London, S.W.1. Telephone inquiries for price index numbers should be made to 01-222 7877, Ext. 3549 (Engineering), 3548 (Non-Engineering) and 3411 for all other information.

Table 1. Price index numbers of materials purchased 1963 = 100

1968 SIC		1970				1971	1970						1971		
		1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	1st qtr. p	Mar.	Aug.	Sept.	Oct.	Nov.	Dec.	Jan. p	Feb. p	Mar. p
	MATERIALS PURCHASED BY MANUFACTURING INDUSTRY														
Orders III to XIX	Basic materials and fuel used in manufacturing industry:	126·3	126·1	124·9	127·3	129·5	127·0	123·9	125·9	125·8	128·0	128·1	129·6	129·2	129·8
	Basic materials	126·7	126·5	124·9	126·8	128·8	127·4	123·7	126·0	125·9	127·3	127·4	129·1	128·4	128·8
	†Fuel	124·0	124·0	124·8	129·9	133·8	124·7	124·7	125·1	125·1	132·3	132·3	132·5	133·5	135·3
Orders IV to XIX	Basic materials and fuel used in manufacturing industry, other than food, drink and tobacco manufacturing industries	130·1	129·2	127·0	127·7	130·9	130·8	126·1	127·4	126·5	128·4	128·5	129·8	130·6	132·3
	Basic materials other than fuel	131·5	130·5	127·5	127·2	130·3	132·3	126·4	127·9	126·8	127·5	127·6	129·2	130·0	131·6
	MATERIALS AND FUEL PURCHASED BY SELECTED BROAD SECTORS OF INDUSTRY														
211-229	Food manufacturing industries	119·4	120·8	121·6	126·5	127·3	120·4	120·5	123·3	124·6	127·1	127·7	129·6	126·8	125·6
Order V	Chemicals and allied industries	120·7	122·4	123·7	127·8	131·1	121·9	123·4	124·2	125·7	128·6	129·1	130·3	131·2	131·7
311 and 312	Steel industries	123·3	125·2	127·8	131·7	135·1	124·4	126·4	130·8	130·7	132·1	132·3	134·4	135·1	135·8
Order VII (excluding MLH 342)	Mechanical engineering industries	136·6	138·8	137·2	138·9	140·3	138·8	136·9	137·3	137·9	139·2	139·5	139·8	139·9	141·0
Order IX	Electrical engineering industries	158·7	159·1	150·7	146·0	146·3	162·1	149·9	149·2	147·1	145·9	145·0	144·8	145·5	148·5
361	Electrical machinery industry	147·5	150·6	147·0	146·2	146·9	150·4	146·7	146·4	145·9	146·3	146·1	146·3	146·5	147·9
Order XIII	Textile industries	103·6	104·2	104·3	103·8	105·3	103·6	104·4	103·6	102·4	104·5	104·6	105·1	105·1	105·8
Order XV	Clothing and footwear industries	117·6	119·9	121·6	122·6	123·9	117·7	121·6	122·0	122·2	122·7	122·9	123·7	123·8	124·1
Order XVII	Timber industries	131·6	134·0	135·6	137·4	138·9	132·6	135·6	136·1	136·6	137·5	138·0	138·7	138·9	139·2
481-484	Paper industries	129·4	131·5	135·5	137·2	139·5	130·0	135·6	135·9	136·2	137·8	137·8	139·3	139·4	139·7
Order XX	Construction materials	124·9	128·2	130·4	133·2	135·4	126·2	130·5	130·6	132·4	133·2	133·8	134·5	135·4	136·3
Part of Order XX	House building materials	127·1	130·2	132·9	135·6	137·9	128·3	133·1	133·3	134·8	135·5	136·2	137·0	138·0	138·8

† Coal (except for carbonising), gas and electricity. Crude oil and coal for carbonising are included in basic materials.

industries were 1½ per cent higher than in the fourth quarter; before this the index had changed little for two years. Index numbers for the remaining selected broad sectors of industry were between 1 and 1¾ per cent higher, much the same rates of increase as took place between the third and fourth quarters last year.

Output of broad sectors of industry: home sales (Table 2)

Output prices of the food manufacturing industries were 2½ per cent higher in the first quarter than in the preceding quarter, continuing their strong rate of increase. There were also substantial rises in the index numbers for the chemical industries (over 2 per cent) and the timber industries (about 3½ per cent); in both cases the increases were substantially more than those between the third and fourth quarters last year. An increase of ¾ per cent in steel prices reflected the full effect on the index of the general increase which took place part way through the fourth quarter. In other sectors increases in the first quarter ranged from 1 per cent for the textile industries to 1¾ per cent for the engineering industries; generally these were less than those which took place between the third and fourth quarters of last year.

Table 2. Price index numbers of output — **1963 = 100**

1968 SIC		1970				1971	1970						1971		
		1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	1st qtr. p	Mar.	Aug.	Sept.	Oct.	Nov.	Dec.	Jan. p	Feb. p	Mar. p
Orders III to XIX	OUTPUT OF MANUFACTURED PRODUCTS: All manufactured products: Total sales	125·1	127·6	129·7	132·8	135·4	126·0	129·6	130·3	131·53	132·9	133·9	135·1	135·4	135·6
	Home sales	124·2	126·6	128·7	131·4	134·0	125·0	128·6	129·4	130·4	131·5	132·4	133·7	134·1	134·3
Orders IV to XIX	Products of manufacturing industries other than food, drink and tobacco manufacturing industries: Total sales	122·9	125·8	128·0	131·2	133·8	123·9	128·0	128·6	130·0	131·3	132·2	133·4	133·8	134·1
	Home sales	120·6	123·6	125·7	127·9	131·0	121·6	125·7	126·4	127·5	128·5	129·1	130·6	131·1	131·4
	OUTPUT OF SELECTED BROAD SECTORS OF INDUSTRY:														
211-229	Products of the food manufacturing industries: Home sales	124·1	126·3	129·4	133·2	136·7	124·8	129·1	130·6	131·4	133·3	134·9	136·5	136·8	136·9
Order V	Chemicals and allied industries: Total sales	112·0	114·2	116·4	118·3	120·6	112·8	116·6	116·6	117·7	118·7	118·5	120·1	120·8	121·0
	Home sales	108·3	110·3	112·3	113·7	116·2	108·9	112·3	112·6	113·3	113·7	114·0	115·5	116·4	116·7
311 and 312	Steel industries: Total sales	127·1	129·8	130·2	134·4	134·7	129·6	130·1	130·7	132·9	135·1	135·3	134·6	134·6	134·7
	Home sales	127·2	130·0	129·6	133·8	134·7	130·1	129·5	129·8	132·0	134·6	134·6	134·7	134·7	134·8
Orders VII to XII	Engineering and allied industries: Total sales	124·5	128·1	130·1	134·2	136·7	125·9	130·4	131·1	132·6	134·3	135·6	136·6	136·7	136·8
	Home sales	123·3	127·2	129·3	132·0	134·2	124·9	129·2	130·0	131·0	132·2	133·0	134·1	134·3	134·4
Order VII (excluding MLH 342)	Mechanical engineering: Home sales	126·3	130·3	133·5	136·8	139·3	127·9	133·5	134·5	135·7	136·9	137·9	139·0	139·3	139·6
Order IX	Electrical engineering: Home sales	121·7	126·0	127·7	130·2	132·1	123·2	127·5	128·2	129·0	130·3	131·0	132·4	132·2	131·8
Order XIII	Textile industries: Total sales	114·6	116·4	117·9	118·8	120·2	114·8	118·0	118·1	118·5	118·9	118·9	120·0	120·2	120·4
	Home sales	113·1	115·3	117·1	117·8	118·9	113·4	117·1	117·4	117·6	117·9	118·0	118·7	118·9	119·1
Order XV	Clothing and footwear: Home sales	113·3	114·6	115·7	118·8	120·3	113·8	115·6	116·0	118·5	118·9	119·0	120·1	120·3	120·5
Order XVII	Timber industries: Home sales	127·2	129·7	132·0	134·5	139·4	128·8	132·0	132·6	133·4	134·4	135·6	138·8	139·7	139·7
481 484	Paper industries: Home sales	125·7	128·2	132·6	135·2	137·2	127·5	133·0	134·2	134·9	135·5	135·8	136·8	137·2	137·4
Order XX	New construction‡	126	131	133	135		126		133			135			

‡ Index of building costs figures relate to average for the quarter.

Table 3a. Commodities produced in the United Kingdom† — **1963 = 100**

1968 SIC		1970		1971		
		Nov.	Dec.	Jan. p	Feb. p	Mar. p
101	Coal	145·7	145·7	145·7	145·7	145·7
102/2	Slates	130·1	150·5	150·5	150·5	..
109·3	Salt	104·6	104·6	104·6	104·6	104·6
211	Flour	124·6	126·5	130·1	130·1	130·1
216	Sugar, refined	95·3	95·9	103·8	100·2	101·7
217	Chocolate and sugar confectionery	139·3	139·0	139·7	139·9	140·6
231	Beer	148·9	152·8	153·5	153·5	153·5
240	Tobacco and cigarettes	140·0	140·0	139·5	139·9	139·9
262	Motor spirit, standard grade (including duty)	149·3	149·5	152·5	153·2	155·0
262	Medium fuel oil (950 secs.)	121·4	122·1	132·6	135·0	141·1
263	Lubricating oil and greases	115·0	120·7	120·7	123·6	123·6

1968 SIC		1970		1971		
		Nov.	Dec.	Jan. p	Feb. p	Mar. p
271	General chemicals	108·7	108·8	110·5	113·7	114·0
272	Pharmaceutical chemicals	108·3	108·3	110·0	110·4	111·4
272	Pharmaceutical preparations	97·8	97·8	98·2	98·4	98·4
273	Toilet preparations	135·8	135·9	136·7	136·8	136·8
274	Paint	117·3	117·3	117·5	118·0	118·0
275	Soap	134·7	136·4	139·1	139·0	138·9
275	Soapless detergents	113·0	113·0	113·2	113·3	113·6
276/1	Synthetic resins and plastics materials	101·1	101·0	102·2	102·5	102·6
279·7	Photographic paper and films and photochemical materials	125·0	124·8	124·8	125·7	126·6
311/2	Steel sheets	128·1	128·1	128·1	128·1	128·1
311/2	Tinplate	134·2	134·2	134·2	134·2	134·2
311/2	Other finished steels	134·7	134·6	134·6	134·6	134·7

† Comparative index numbers for March and September 1970 may be obtained on request; they have been omitted to permit publication of confirmed November and December figures.

(*Continued on next page*)

WHOLESALE PRICE INDEX NUMBERS, *continued*

Table 3 (a) (*Continued*) Commodities produced in the United Kingdom **1963 = 100**

1968 SIC		1970 Nov.	1970 Dec.	1971 Jan. p	1971 Feb. p	1971 Mar. p
312	Steel tubes	146·7	146·8	146·8	146·8	146·8
313/3 and 313/4	Iron castings	134·3	134·9	135·8	136·2	138·0
321	Aluminium and aluminium alloy products:					
	Rolled	148·9	148·9	148·9	148·9	148·9
	Extruded and drawn	152·0	152·0	152·0	152·0	152·0
	Castings	153·0	153·0	153·0	153·0	162·9
	Forgings	133·4	140·0	140·0	140·0	140·0
322	Brass ingot 65-35 B.S. 1400: B.3 delivered	219·0	214·0	208·5	201·3	212·5
331	Agricultural machinery	130·8	132·0	132·9	133·3	133·3
353/1	Dental goods	140·5	141·3	141·5	141·6	141·6
365/1	Gramophone records, etc.	106·5	106·9	109·4	109·6	109·6
368	Domestic electrical appliances	112·5	113·0	114·9	115·0	115·2
391	Tools and implements	144·7	145·0	145·9	146·1	148·3
392	Cutlery, spoons and forks	133·7	135·1	140·0	140·0	140·0
	Cutlery (other than razors and razor blades)	137·5	139·2	147·8	147·8	147·8
	Spoons and forks	159·7	162·9	169·0	169·0	169·0
399/6	Domestic hollow-ware	166·7	167·9	176·5	177·5	177·6
399/7	Vats, tanks, cisterns and other industrial hollow-ware	134·7	136·2	136·1	135·6	135·6
411	Man-made fibres	90·9	90·9	92·1	92·7	92·7
412, 414/5 and 415	Man-made fibres yarns	112·0	112·0	113·5	113·6	113·9
412/1	Cotton and cotton mixture yarns	147·5	147·5	147·5	..	..
413/1	Cotton cloth	147·9	148·0	..	..	..
413/5	Man-made fibres fabrics	115·6	115·9	..	..	..
413/6	Linen	140·9	141·8	142·0	..	..
414/1	Wool tops	75·4	74·8	72·9	72·6	72·6
414/2	Worsted yarn	98·0	97·9	96·8	97·3	97·1
415/1	Jute yarn	157·9	157·9	159·6	158·2	155·9
415/2	Jute piece-goods	147·0	147·0	147·0	147·0	147·0
416	Rope, twine and net	108·7	108·9	110·5	110·5	110·7
417	Hosiery and other knitted goods	100·2	100·2	100·8	100·9	100·8
419	Carpets and rugs	121·1	121·1	122·4	122·4	123·4
422/2	Canvas goods and sacks	116·7	116·7	116·7	117·2	117·2
431/1	Leather for footwear	135·7	135·7	135·7	..	..
432/1	Travel goods	126·9	126·9	132·7	132·7	132·7
414-449	Made-up clothing	119·2	119·3	120·2	120·6	120·6
441	Weatherproof outerwear	110·8	110·8	111·3	111·9	112·1
442	Men's and boys' tailored outerwear	122·6	122·6	123·1	124·2	124·2
443	Women's and girls' tailored outerwear	120·3	120·3	120·8	120·8	120·8
445/1	Women's and girls' light outerwear	117·7	117·7	118·9	118·0	118·0
450	Footwear	117·6	117·8	119·1	119·2	119·8
461/1	Refractory goods, including bricks	128·1	129·6	132·2	136·1	137·6
461/2	Non-refractory goods, including bricks	127·5	127·5	128·7	132·6	133·6
	Building bricks, flettton, common, *delivered*	145·8	145·8	145·8	145·8	145·8
	Building bricks, common, other than flettton, *ex-works*	136·1	137·0	137·9	142·3	144·3
462/3	Domestic china and earthenware	145·3	145·3	151·4	151·4	151·4
463/1	Glass (other than containers)	125·4	125·5	126·6	127·0	131·2
463/2	Glass containers	128·1	128·1	131·0	131·0	131·0
464	Cement, delivered	137·7	137·7	137·8	137·8	137·8
469/1	Abrasive paper and cloth	128·8	128·8	128·8	128·8	128·8
469/2	Cast stone and cast concrete products	123·2	123·2	125·2	124·8	124·8
471/1	Home-grown hardwood, sawn	123·7	126·4	127·3	127·6	127·3
471/2	Building joinery	144·9	147·7	152·0	152·3	152·3
472	Domestic furniture	131·2	132·2	135·2	135·8	135·8
473	Bedding, etc.	134·1	134·8	136·0	138·9	139·0
481	Paper and board	131·5	131·7	134·7	135·3	135·4
482/1	Cardboard boxes, cartons and fibreboard packing cases	143·0	143·4	144·0	144·4	144·5
482/2	Packaging products of paper etc.	132·6	132·6	132·4	132·4	133·2
	Paper bags	132·3	132·3	130·8	130·8	133·1
483	Manufactured stationery	140·9	141·1	141·1	141·9	142·5
484/1	Wallpaper§	149·1	149·1	149·1	149·1	149·1
491/1	Rubber tyres and tubes	122·8	128·6	131·0	131·0	131·0
491/2	Rubber goods (other than tyres and tubes)	129·9	130·9	133·2	134·7	135·6
492	Linoleum and felt base	139·9	140·6	147·8	148·5	148·5
493	Brushes and brooms	127·0	127·0	129·7	130·5	130·7
494/1	Toys and games	128·6	128·8	133·3	133·8	134·0
494/2	Perambulators, etc.	127·9	127·9	132·1	132·1	133·5
494/3	Sports equipment	119·3	119·3	121·6	121·9	..
495/1	Pens and pencils	121·5	121·5	123·9	123·8	123·8
495/2	Other stationers goods	128·8	130·0	130·0	130·0	130·0
496/2	Plastics products (other than components and accessories)	101·2	102·2	102·5	103·2	103·2

§ Revised index number for August 1970 = 144·0, September = 145·3, October = 149·1.

Time Rates of Wages and Hours of Work

A volume of tables giving particulars of the minimum, or standard, time rates of wages for the more important industries and occupations, and of the normal weekly hours for which these rates are payable. The details given relate to the position as at 1st April, 1970, but any later changes known to have come into operation are shown. £2 (*by post* £2.07½)

Government publications can be purchased from the Government Bookshop in London (post orders to P.O. Box 569 S.E.1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through booksellers.

HMSO

Table 3 (b). Commodities wholly or partly imported into the United Kingdom **1963 = 100**

	1970		1971		
	Mar.	Sept.	Jan.	Feb.	Mar.
Hides and skins	137·3	128·7	121·4	122·6	127·4 p
Imported	141·6	128·5	129·0	132·8	135·8 p
Native	131·6	129·0	111·0	108·7	116·0
Non-ferrous metals:					
Aluminium, virgin ingot delivered	141·8	144·4	144·4	144·4	144·4
Copper, ex-ship, wharf or warehouse†	316·7	225·3	182·3	183·7	206·4
Lead, ex-ship, wharf or warehouse†	223·7	189·9	174·7	177·1	178·3
Nickel, refined, delivered§	190·0	187·0	194·2	194·2	194·2
Tin ingot, min. 99·75%†	176·6	169·5	161·1	161·2	164·1
Zinc, ex-ship, wharf or warehouse†	163·1	165·3	157·1	149·8	156·3
Oil, resins and gums:					
Palm oil, cif, in bulk	123·8	113·6	133·2	135·1	134·7
Whale oil, crude	163·9	175·8	178·1	178·1	178·1
Pyrites, cif, UK ports	169·4	153·8	150·9	150·9	..
Natural rubber	95·7	81·9	79·9	76·7 p	76·1 p
Sulphur, crude (for acid making, cif)	124·9	124·9	124·9	124·9	..

	1970		1971		
	Mar.	Sept.	Jan.	Feb.	Mar.
Textiles:					
Cotton, raw	105·5	109·3	113·7	114·6	114·9
Jute, raw, PWC grades, cif Dundee	161·3	158·8	158·3	158·3	159·3
Jute, raw, PWB grade, cif Dundee	148·1	146·5	146·3	146·3	146·3
Silk, raw, delivered mill	169·5	165·0	165·5	161·8	161·8 p
Sisal, East Africa, No. 1 grade, cif London	45·6	44·0	50·1	50·9	51·4
Wool, raw	77·3	70·2	67·5	67·0	68·1 p
Crossbred, medium and coarse, cif UK	66·3	61·4	61·9	61·9	65·9 p
Crossbred, fine cif UK	76·4	70·9	68·1	68·1	69·2 p
Merino, cif UK	83·5	74·8	69·8	69·8	69·8 p
Timber:					
Imported hardwood (ex-yard or wharf)‡	137·7	139·9	143·1 p	143·1 p	143·1 p
Imported plywood (delivered to consumers)‡‡	142·5	142·9	..	..	..
Imported softwood (delivered to consumers)	136·8	140·3	142·2	..	..
Woodpulp, imported §§	137·3	147·0	150·2	149·7 p	149·2 p

† L.M.E. settlement price
§ Producers' price
† November 1970 = 140·6, December = 141·2
‡‡ November 1970 = 143·1, December = 143·3
§§ December 1970 = 147·0

INDEX NUMBERS OF WHOLESALE PRICES

The index numbers of wholesale prices relating to 1963 = 100 *supersede those previously published on the base* 1954 = 100. *For the convenience of those who use the index numbers in long-term contracts to take account of changes in the costs of materials, the DTI will continue to publish indices relating to materials used in broad sectors of industry on the base* 1954 = 100 *until December* 1971. *From January* 1969 *the index numbers in the accompanying table have been given the month to month movements of the equivalent index in the* 1963 = 100 *Series. For users of other* 1954 *based index numbers who wish to continue the series in this way, conversion factors will be provided on request.*

Price index numbers of materials purchased **1954 = 100**

1958 SIC		1970		1971		
		Nov.	Dec.	Jan. p	Feb. p	Mar. p
	MATERIALS PURCHASED BY MANUFACTURING INDUSTRY					
Orders III to XVI	Basic materials and fuel used in manufacturing industry	131·1	131·2	132·1	132·3	132·9
	Basic materials	125·3	125·5	127·1	126·4	126·9
	Fuel	175·6	175·6	175·8	177·1	179·5
Orders IV to XVI	Basic materials and fuel used in manufacturing industry other than food, drink and tobacco manufacturing industries	131·8	131·8	133·2	134·1	135·8
	Basic materials other than fuel	124·2	124·3	125·9	126·6	128·2
	MATERIALS AND FUEL PURCHASED BY SELECTED BROAD SECTORS OF INDUSTRY					
211 to 229	Food manufacturing industries	129·3	129·9	131·8	129·0	127·8
263 to 277	Chemicals and allied industries	138·2	138·7	140·0	141·0	141·5
331 to 349 (excluding 342)	Mechanical engineering industries	183·9	184·3	184·8	184·9	186·3
361	Electrical machinery industry	176·3	176·1	176·4	176·6	178·2
Order X	Textile industries	101·7	101·7	102·2	102·2	102·9
Order XIV	Timber industry	152·3	152·8	153·6	153·8	154·2
481 to 483	Paper industries	145·6	145·6	147·2	147·3	147·6
Order XVII	Construction materials	163·1	163·8	164·8	165·8	167·0
Part of Order XVII	House building materials	166·3	167·1	168·1	169·3	170·3

New companies registered

BELOW ARE DETAILS of new companies registered in Great Britain during April 1971, showing nominal capital. The figures are exclusive of unlimited companies and companies limited by guarantee.

Nominal Capital	Total	Public Companies	Private Companies
Not exceeding £100	2,121	—	2,121
Over £100 but under £1,000	100	—	100
£1,000 but under £10,000	763	—	763
£10,000 but under £50,000	122	—	122
£50,000 but under £100,000	16	—	16
£100,000 but under £1,000,000	14	—	14
£1,000,000 and over	—	—	—
Total number	3,136	—	3,136
Total amount of Nominal Capital	£ thous. 7,720	£ thous. —	£ thous. 7,720

Companies registered in Great Britain in 1970 and 1901

	1970		1971	
	Number	Nominal Capital £ thous.	Number	Nominal Capital £ thous.
January	2,087	5,528	2,684	10,440
February	2,156	7,556	2,323	3,961
March	2,464	5,098	3,136	7,720
April	2,556	7,657		
May	2,322	10,323		
June	2,670	6,097		
July	2,573	16,272		
August	2,280	4,355		
September	2,461	6,404		
October	2,615	6,726		
November	2,564	4,831		
December	2,972	37,229		
Total	29,720	118,076		

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Trade and Industry, *Room* 437, *Department of Trade and Industry,* 1 *Victoria Street, London, S.W.*1 (*Tel.* 01-222 7877, *Ext.* 2653/6) *and not to HMSO.*

Aircraft noise at Heathrow and Gatwick airports third quarter 1970

HEATHROW AIRPORT, LONDON

MONITORING OF THE NOISE of departing turbo-jet engined aircraft continued during the third quarter of 1970.

The results are set out below, together with comparable figures for the same period in the previous four years:

Departing aircraft

Number of jet day departures	29,827
Number of jet day departures monitored	29,548 (*99·1%* of total)
Percentage exceeding the permitted noise level of 110 PNdB	*2·4*
Number of jet night departures	1,432
Number of jet night departures monitored	1,393 (*97·3%* of total)
Percentage exceeding the permitted noise level of 102 PNdB	*4·7*

Year	Day Departures Monitored	Percentage Infringements	Night Departures Monitored	Percentage Infringements
1966	14,776	*0·7*	1,410	*2·1*
1967	17,573	*0·1*	1,337	*0·3*
1968	21,071	*0·1*	1,266	*0·5*
1969	19,906	*0·2*	1,496	*0·3*
1970	29,548	*2·4*	1,393	*4·7*

Arriving aircraft

During the quarter 615 aircraft (1·6 per cent of total approaches) were monitored by radar to check their compliance with the glide path angle of 3 degrees. One aircraft (0·2 per cent of those monitored) was off the approach path and an explanation was obtained from the operator concerned.

Figures for the third quarter of 1970 and the four previous years are as follows:

Year	Number of Aircraft Monitored	Percentage Infringements
1966	1,403	*0·8*
1967	1,601	*0·1*
1968	1,322	*0·4*
1969	1,838	*0·3*
1970	615	*0·2*

GATWICK AIRPORT

Departing aircraft

Monitoring of the noise of departing turbo-jet engined aircraft continued during the quarter.

The results achieved are set out below:

Number of jet day departures	8,682
Number of jet day departures monitored	6,796 (*78·3%* of total)
Percentage exceeding the permitted noise level of 110 PNdB	*0·01*
Number of jet night departures	1,664
Number of jet night departures monitored	1,511 (*90·8%* of total)
Percentage exceeding the permitted noise level of 102 PNdB	*0·3*

Noise monitoring commenced at Gatwick in July 1968 and figures for the two previous quarters, together with this quarter's results, are given below for comparison:

Year	Day Departures Monitored	Percentage Infringements	Night Departures Monitored	Percentage Infringements
1968	3,195	*0·3*	598	*2·3*
1969	5,120	*0·1*	1,108	*0·5*
1970	6,796	*0·01*	1,511	*0·3*

Arriving aircraft

Monitoring of the approach path of arriving aircraft at Gatwick commenced in November 1969, using modified GCA equipment on runway 27 only. During the third quarter of 1970 339 aircraft were monitored (2·1 per cent of total approaches).

Two aircraft (0·6 per cent of those monitored) were off the approach path and explanations were obtained from the operators concerned.

Notes:

Variations in the level of infringements are not a complete guide to changes in the overall noise disturbance. Apart from the general increase in traffic the figures give no indication as to whether the aircraft that did not infringe the limits (i.e. all but a very small proportion) were, in fact, noisier or quieter than in previous years.

The third quarter's high rate of infringements at Heathrow was in part due to the higher than usual incidence of easterly operations during August, and the introduction of a new automatic monitoring point to the east of the airport. Because of the built-up areas to the east, the monitoring points are nearer to the runway end than those to the west. The limits are correspondingly more difficult to meet and, with the extended use of the automatic system, there has been brought to light an operational problem of track-keeping that is still being discussed with the airline operators.

Production in the cotton industry

THE VOLUME of production in the cotton industry (including the processing of man-made continuous filament yarn and finishing) in January, 1971, was 6 per cent more than in January, 1970.

Statistics issued by the Textile Council show that in January the amount of cloth woven was 5 per cent less than in the corresponding month last year. Production of single yarn was 4 per cent more and the amount of yarn doubled was 9 per cent less.

Production in the cotton industry

Annual totals and weekly averages

	Single yarn (†)		Doubled yarn		Processed filament yarn	Woven cloth	
	Cotton yarn (‡)	Spun man-made yarns and mixture yarn, inc. waste	Cotton yarn	Other	Textured yarn (§)	Cotton	Man-made fibre and mixtures
	Million lb.					Million lin. yards	
1963	488·7	127·0	131·4	107·0	..	1,014·1	560·3
1964	508·1	145·9	136·1	120·0	40·7	1,033·1	610·1
1965	484·8	142·5	131·5	120·3	47·5	1,015·0	624·4
1966	455·7	136·2	123·1	110·2	62·2	915·3	616·6
1967	383·8	124·8	108·1	105·2	78·4	745·0	529·8
1968	377·4	148·7	110·0	114·6	113·6	730·7	554·8
1969	366·4	161·3	103·2	134·3	150·5	723·4	588·5
1970	349·8	170·7	95·2	126·3	181·7	686·4	529·6
1970 January	7·1	3·5	2·0	2·7	3·3	14·2	11·6
February	7·3	3·5	2·1	2·7	3·5	14·9	11·6
March*	6·7	3·2	1·9	2·5	3·3	13·8	10·3
April	7·5	3·6	2·1	2·7	3·6	15·0	11·1
May	7·2	3·4	2·0	2·7	3·3	14·0	10·7
June*	5·6	2·9	1·6	2·0	3·1	13·9	10·0
July	6·0	2·8	1·6	2·2	2·9	7·9	7·2
August	7·1	3·5	1·8	2·6	3·2	13·5	10·0
September*	6·2	2·9	1·6	2·3	3·5	11·8	9·2
October	7·5	3·6	2·0	2·7	4·2	14·3	11·1
November	7·5	3·8	2·0	2·6	4·6	14·1	11·1
December*	5·7	3·1	1·5	1·9	3·7	11·5	8·8
1971 January	7·1	3·9	1·9	2·4	4·3	13·5	11·1

(†) Spun in the cotton industry. (‡) Including yarns wholly of cotton waste and mixture yarn of cotton and cotton waste. (§) Deliveries.

INDEX OF REGULAR STATISTICS

When did Trade and Industry *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?*

An index of the date on which all regular statistical articles were last published will be found on the page following contents page.

Trade Indemnity Company Limited

The Era of the big failure and the importance of Credit Insurance Protection

The 53rd Annual General Meeting of Trade Indemnity Company Limited will be held on May 6th in London.

The following is an extract from the circulated statement of the Chairman, Mr. F. E. P. Sandilands, C.B.E.

Accounts. Our gross premium earnings again increased in 1970 to £4,575,007. This exceeded last year's record figure by £538,737 or 13·3 per cent. After reinsurance and brokerage deductions, the premium retained by the company was £1,625,060. This was £165,468, or 11·3 per cent, more than a year ago. Gross claims paid, less salvages, were much higher in 1970 at £2,079,509 as compared with £1,620,445 in 1969. This was due to heavier than usual claims paid on 1968 and previous years' account and to claims on the 1970 underwriting account which began to increase significantly, particularly in the wool trade, towards the end of the year.

The 1968 underwriting account closed at 31 December 1970 with a credit balance of £275,886 which has been transferred to the profit and loss account. This shows a reduction of £162,718 from the exceptional figure of £438,604 for 1967 account a year ago but it is still satisfactory.

The 1969 underwriting account has improved its relative position through 1970 and its credit balance after two years at £438,622 is better by £38,172 than the corresponding figure on 1968 underwriting account a year ago.

The 1970 underwriting account, although earning record premium, is suffering from the times through which we are passing. Substantial losses in the wool trade and, to a lesser extent, the building and contracting trade, coupled with an increase in management expenses, have resulted in the balance at the year-end being reduced to £120,052 as compared with £171,854 on the 1969 underwriting account at the end of the previous year. Unfortunately, this is not all, because the Rolls-Royce Limited failure has occurred since the year-end and the greater part of loss arising from it will attach to the 1970 underwriting account.

Our gross involvement amounts to approximately £2 million but I do not expect that our share of this loss will be greater than £100,000 after reinsurance, which is spread over many reinsuring companies. Even so, this is the largest single failure which the company has sustained and, although there is still a great deal of premium to be earned on and credited to the 1970 underwriting account, it is unlikely that it will produce an ultimate profit comparable with that which we are now reporting.

The profit and loss account has been credited with the profit from the 1968 underwriting account of £275,886 plus the franked investment income of £35,234 and interest and other income of £94,960, making a total of £406,080. Corporation tax debited amounts to £161,000, which leaves a balance of £245,080 to be carried down. The addition of the balance on the profit and loss account of £378,139 brought forward from 1969 gives a total disposable balance of £623,219 as compared with £658,139 a year ago.

Quite apart from the incidence of the Rolls-Royce collapse, the immediate economic outlook is not good and, as a precautionary measure, your directors have transferred £50,000 from the profit and loss account to the credit of the 1970 underwriting account. In addition, a further sum of £50,000 has been transferred from the profit and loss account to the credit of general reserve to increase the figure of that account to £550,000. Out of the then balance of £523,219, your directors recommend the payment of a dividend of 30 per cent on the issued share capital of the company at a gross cost of £180,000.

Australia. Our progress in Australia during 1970 has continued satisfactorily. Annual premium income is now approaching £250,000 and is growing steadily.

General. Last year the main factor governing our fortunes and, indeed, those of the entire home economy, was the sharp rise in industrial prices and costs. This gathered momentum from June onwards as, in the wake of the substantial wage increases granted in earlier months, consumption forged steadily ahead of production. Higher prices inevitably had a marked effect on our premium and turnover figures, and this is demonstrated by the fact that our rate of premium growth increased from 11 per cent per annum in the first six months to 15 per cent per annum in the second half of the year.

The revival in consumption also showed up in our claims and collection figures as the year progressed. Thus, an increase of nearly 7 per cent in the number of failures notified to the company in 1970 concealed a rise of some 21 per cent in the first half of the year and a fall of 7 per cent in the second. In the latter period there was a marked reduction in failures in the retail and wholesale sector in general and in furniture and upholstery in particular, although there was still a significant number of failures in wool textiles during these months, which involved us in substantial liability. Collections similarly rose in value by 28 per cent in the first six months, only to fall by 6 per cent during the remainder of the year.

The other major contribution to the company's growth in 1970 came from new business, which easily passed the earlier record established in 1967. If due allowance is made for policies discontinued, the net gain to our portfolio last year was substantially greater than in either of the two previous years.

The effect of higher prices and new business can best be seen in the total turnover of transactions underwritten in London and Melbourne, which increased last year by nearly 11 per cent to £3,186 million.

Our overseas business continued to keep pace with our over-all growth last year and the volume of such transactions, including business written in Melbourne, reached a total of £260 million, or just over 8 per cent of all turnover insured.

Lessons of a Major Failure. My earlier reference to a diminishing number of failures in the second half of 1970 should not be taken to imply that pressure on our claims department was thereby relieved. Indeed, the contrary was the case because failures were generally larger and thus involved a greater number of policyholders. You will recall that a year ago I mentioned the tendency for major failures to increase and the opening months of 1971 have now seen the collapse of Rolls-Royce Limited.

What are the lessons that a major failure of these proportions holds for the business community? I think there are at least four. Firstly, there is no such thing as a 'blue chip' buyer on whom credit insurance cover can be regarded as unessential. The second lesson is that a failure, even of this magnitude, can still happen overnight—especially if it takes the form of a receivership—with little or no prior warning to the creditors concerned. Again, accounts and press reports published on the buyer can mislead the business community as to his true financial position, especially when the results of substantial expenditure on research and development cannot be readily assessed. Finally, the repercussions of such a failure are immense, leading to numerous other failures in sectors far beyond that in which the original failure occurs. Credit insurance protection is the only answer to imponderables such as these—a fact which more and more businesses in many trades and industries are now coming to appreciate for the first time.

The Future. As to the future, my immediate concern is at the continuous erosion of the margins and liquidity of companies of all shapes and sizes by mounting costs and prices. I trust that the current year will see at least the beginning of a solution to the inflationary problems which beset our economy; they are, of course, themselves inseparable from the problems of achieving higher productivity and, through it, greater production. I earnestly look forward to the time when I am able to report that Trade Indemnity's main impetus for the preceding year has been derived not from higher prices stemming from higher costs, but from a healthy growth in national output which has been fully reflected in our own figures of turnover insured. In the meantime, conditions such as we have been experiencing recently can only lead to an even greater demand for our facilities over the months to come.

Registrations of British and foreign films

The following are details of films registered by the Department of Trade and Industry under the Films Acts 1960 to 1970 during the week ended Friday, April 16, 1971
Br/E indicates that the film is a British quota film

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
				BRITISH	
Mining Review No. 8 – 24th year	Br/E 35433/17/4/76	10	April 14	Data Film Distributors Ltd.	National Coal Board
King George V	Br/E 35434/17/4/76	11	April 14	" " "	" " "
Zeppelin	Br/E 35440/17/4/76	97	April 14	Warner Bros. Distributors Ltd.	Getty and Fromkess Picture Corporation Ltd.
Movietone News 2184	Br/E 35254/17/4/76	7	April 16	Twentieth Century Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2184A	Br/E 35255/17/4/76	8	April 16	" " "	" "
				FOREIGN	
The Invincible Six	F 35430	99	April 13	Paramount Pictures (U.K.) Ltd.	Moulin Rouge Cinema Company Ltd., Tehran
Sabata	F 35431	106	April 13	United Artists Corporation Ltd.	PEA Produzioni Europee Associate S.A., Rome
Love In A Four Letter World	F 35432	87	April 13	Richard Schulman Entertainments Ltd.	Cinepix Inc., Montreal
Take Me, Love Me	F 35435	97	April 14	Miracle Films Ltd.	Minerva Film, Stockholm
The Awful Story Of The Nun of Monza	F 35436	101	April 14	" "	Clesi Cinematografica, Rome
Love Me Baby, Love Me	F 35437	99	April 14	E. J. Fancey Productions Ltd.	Empire Films, Rome
My Swedish Meatball	F 35438	75	April 14	" "	EHMCK Films, Munich
Tar Babies	F 35439	95	April 14	New Cinema Presentations Ltd.	Panic Productions Mexico City
Little Big Man	F 35441	139	April 15	Twentieth Century-Fox Film Co., Ltd.	Hiller Productions Ltd., and Stockbridge Productions, Inc.

Customs notices of interest to exporters

THE FOLLOWING Public Notices issued by HM Customs and Excise relate to various aspects of export procedure. Copies of these Notices may be obtained from the local Officer of Customs and Excise, whose address appears in the telephone directory and to whom all inquiries should be addressed, or from the Secretary, HM Customs and Excise, 39-41, Mark Lane, London, EC3R 7HE.

General Notice

49 Temporary importations: international co-operation

77E Purchase tax-exports.

77X Purchase tax – retail export schemes.

104 Temporary importations and exportations under ATA and ECS Carnets.

112 Authorized hours for Customs work at ports, airports and in long rooms and charges for attendance given at the request of merchants.

118 Samples required for the purpose of promoting exports from the United Kingdom: admission without payment of Customs duty and purchase tax.

206 Export trade reliefs: temporary importation for process or repair.

207 Reimported goods: relief from Customs duty and purchase tax.

210 Temporary importation of films and similar goods for copying, printing, etc., to fulfil export orders.

215 Relief from Customs duty and purchase tax on importations of goods intended for export which are not otherwise eligible for relief.

300 Export reliefs scheduling scheme.

429 Customs export procedure. Further relaxation of pre-entry.

466 Export documents and trade statistics.

467 The New Customs Tariff and Overseas Trade Classification.

SN6 Notice to passengers (exchange control and export licensing).

Exchange Control Notice to Exporters. Issue dated September 1970. (Issued by HM Treasury – also obtained from any bank.)

Drawback

7 Drawback on mixed or blended beers when exported or deposited in bonded warehouse.

74A EFTA drawback: exception of EFTA goods re-exported to another EFTA country.

77M British-made cars and motorcycles; tax free sales to tourists, etc.

132 Sugar: all matters relating to the importation, warehousing and export of sugar and sugar goods, and to the use of surcharge-free sugar for certain purposes.

172 Hydrocarbon oils: drawback of duty.

218 The conditions and procedures under which drawback of import duty may be claimed on goods which are exported in the same state as they were in when imported.

219 The conditions and procedures under which drawback of import duty may be claimed upon the exportation of goods produced or manufactured in this country from imported materials.

224 The examination of bottled beer, exported on drawback, at the premises of a licensed brewer for sale, or beer dealer, as an alternative to examination on the quay.

291 Claims for drawback on goods exported where there has been a variation in the duty rate.

372 Notice to exporters and other traders regarding goods exported, shipped as stores or deposited in bonded warehouse on drawback; authorization of signatories to drawback claims.

430 Tables of rates of sugar surcharge, distribution payments and corresponding repayments.

430A Table of rates of sugar surcharge and distribution payment on imported invert sugar and other imported goods containing sugar and repayment rates of exported invert sugar and exported beer.

Monthly Digest of Statistics

Prepared by the Central Statistical Office in collaboration with the Statistics Division of Government Departments, this digest is designed to provide industrialists and business executives with invaluable statistics relating to the economic situation in the United Kingdom. It contains a regular series of detailed statistics on a wide range of subjects which include the following: ***Labour, Fuel and Power, External Trade, Wages and Prices, Industrial Production, Industrial Materials, Finance***

Price **45p** (*by post* 50p). Annual Subscription **£6** including postage.
and a copy of the Definitions of items and units employed in the Digest,

Government publications can be purchased from the Government Bookshops in London (post orders to P.O Box 569, S.E.1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through booksellers.

HMSO

Exhibitions and Fairs

Orders may top £½ million mark

BY BARRIE ENGLAND, COMMERCIAL ATTACHE, BRITISH EMBASSY, KUWAIT

One of Kuwait's few days of rain gave a suitably British touch to the opening of the third exhibition here in this British Trade Drive year. The weather, however, had little effect on the success of the exhibition which was of hospital equipment and pharmaceuticals and the biggest of the series with some 30 companies participating.

It was held, like its predecessors, in the Kuwait Hilton and was organized by the British Hospitals Export Group and the Association of the British Pharmaceutical Industry as a joint venture with the Department of Trade and Industry.

The Kuwait Minister of Commerce and Industry, HE Sayyid Khaled Sulaiman al Adsani, accompanied by the Minister of Public Health, HE Dr. Abdulrazzaq al Adwani, opened the exhibition on March 28 and it lasted four days. The opening was attended by leading merchants and personalities from Kuwait's hospitals and medical services and received news coverage in the press and on television.

Sophisticated equipment

On show at the exhibition was almost everything required for the health and well-being of modern man including much sophisticated medical analytical equipment.

A display of surgical instruments may have conveyed to some at first glance an impression of the horrific, but this would undoubtedly have given way to admiration for the immense and painstaking skill with which they had been fashioned. Operating tables and dressings, X-ray equipment and surgeon's needles, even cups of Horlicks and Ribena all went to complete this comprehensive exhibition. And to take care of anyone overcome by it all the Nurse of the Year, Miss Madeleine Ambrose, was present at the opening and subsequent sessions.

Companies had various reasons for participating in the exhibition. Some were quite new to the market and saw the event as an effective way of introducing themselves. At the other end of the scale there were firms who had been selling in Kuwait for many years and took part either for reasons of prestige or because they had a new product to present.

Although the general public was admitted to the exhibition the organizers sought primarily to attract officials in the Ministry of Public Health, doctors, dentists, pharmacists and nurses. Thus exhibitors were able to see the end users of their products whom they might not otherwise have met.

Foundations were thus laid for future business and it is estimated that alongside the firm orders of around £25,000 the exhibition could, on the basis of inquiries received, generate business worth £½ million. These figures are even more impressive when it is realized that they apply to only 17 of the firms participating, the rest being unable to give estimates owing to the nature of their business.

As the total attendance for the four days was only just over 2,000 it is evident that those 2,000 must have included a high proportion of important visitors. Many of the exhibitors were particularly pleased that some of these were from the other Gulf States.

As with previous exhibitions this year the success of this one may be judged by the fact that many of those taking part have expressed their enthusiasm for any similar event that may be held in the future, either here or elsewhere in the Middle East. It is gratifying that the first part of our biggest trade effort in this area has confirmed both our timing and choice of products to be promoted.

British commercial information office at Hanover Fair

At this year's Hanover Fair (April (20-30), there will be an official British commercial information office in the *Internationaler Treffpunkt*, Room 34-35, which is situated in the Mittelallee.

It will be manned by members of the commercial department of the British Consulate-General in Hanover with the assistance of members of other British Consulates-General in the Federal Republic and the British Embassy in Bonn.

The function of this office is to receive commercial inquiries from buyers and agents, maintain close links with the Department of Trade and Industry and to assist British exhibitors with their commercial activities.

Should you wish to contact this office, the telephone number is Hanover 89-3211 and 89-3251 The telex number is 9248323 and the answer back is BRGR D.

The British Consulate-General in Hanover also has telex facilities, and the number is 923263, answer back BCGHND.

Paris Air Show

MORE THAN 100 British aerospace companies will be exhibiting or represented at the forthcoming Paris Air Show from May 27-June 6, with over 60 participating in a joint venture area covering more than two-thirds of one of the larger exhibition halls.

Virtually every major company in the industry will be showing its latest products and the range of exhibits will emphasize the industry's broad capability, not only in airframes and advanced electronics but also in all aspects of equipment and materials.

Rolls-Royce will be represented strongly at the show with a major stand mounted by the new Government-owned Rolls-Royce (1971) Ltd.

The British joint venture, organized with the support of the Department of Trade and Industry and the Central Office of Information and covering 37,500 square feet in Hall E, will include a British headquarters with an information service manned throughout the show by SBAC staff, conference rooms, 60-seat cinema and hospitality areas for exhibitors and their guests.

Interest evoked by a British display in Kuwait exhibition and (right) Nurse of the Year, Miss Madeline Ambrose meets V.I.P.s.

The Standard Bank Ltd., in the interest of exporting to tropical Africa, has placed a display window in its Northumberland Avenue branch in London at the disposal of BNEC Africa. BNEC Africa are planning to erect a display surround with an African motif into which individual displays may be mounted at monthly intervals from July, 1971, until June, 1972. Individual companies are being approached to take up space during the year, but the scheme will be limited to 12 firms on the basis of one month. Each company will be responsible for its own display, including insurance for the exhibit.

Lyons International Trade Fair voted a winner

FROM J. O. McCORMICK, HM CONSUL-GENERAL, LYONS

THE 53RD Lyons International Trade Fair (March 27-April 5) was declared a success by the organizers and good business was reported by the majority of the 2,500 exhibitors. The number of visitors, at well over half-a-million, was 14 per cent up on last year, and foreign visitors were 5 per cent more numerous. Foreign exhibitors numbered 540, representing 24 different countries, and there were 15 official foreign stands.

The British participation consisted of an official information stand manned by the commercial section of the Lyons Consulate-General; a joint venture of six office machinery firms under the auspices of the Business Equipment Trade Association; an independent 'British Gallery' of miscellaneous consumer goods, and a score of individual firms exhibiting through their French agents or subsidiaries.

A useful number of general business inquiries was received at the official information stand, and an impressive quantity of BBC and British Rail material was distributed.

Hand-held machine

In the office equipment section, Master Addresser Ltd. reported a tremendous response – for them the fair was 'really beneficial' and they received a number of agency requests for their hand-held addressing machine.

Elite Manufacturing successfully demonstrated that there is a market in France for their filing cabinets, and commented on the quality of the visitors they received on their stand. Gestetner Ltd. and Lamson Industries Ltd., both well-established in France, reported interest particularly from potential new customers. English Numbering Machines Ltd. also reported interest in their very competitively-priced machines.

Most of the 18 exhibitors in the independent British gallery said business had been good. Of this year's newcomers to the fair particular mention must be made of the Meggie Wigs division of Inter-Alia Pharmaceuticals Ltd. and Carolan Products Ltd., both of whom did remarkably well.

Lord Attlee visited the British Gallery on a British Exhibitors' Day. Several of the exhibitors in the British Gallery took part in sales promotions in two major Lyons stores during the fair.

Individual British firms exhibiting through French agents or subsidiaries covered a wide range of products from agricultural machinery to kitchen equipment and from electric fires to mechanical shovels. In the public works equipment section, Whitlock, Weatherill and Crow attracted considerable attention from end-users, and some good orders were signed.

Big space increase for Toy Fair

THE 1972 British International Toy Fair at Brighton, Sussex, will be larger and more centralized.

A 35,000 square feet (3,200 square metres) extension to the present five Metropole exhibition halls will not only give much needed extra space, but also enables the Fair to take a more compact form.

In 1972 the Fair will be held from Saturday, January 29-Wednesday February 2. This change from the usual Sunday opening has been made for the greater convenience of buyers due to the opening of the Nuremberg Toy Fair on February 5, and the concurrent date of the Milan Fair.

Full details of the 1972 British International Toy Fair can be obtained from the organizer, Mr. J. A. Glanfield, British Toy Fairs (International) Ltd., Regent House, 89 Kingsway, London, W.C.2.

Photography at work. . .

THE INCREASINGLY diversified nature of the photographic manufacturing industry in Great Britain is reflected in the products being shown and demonstrated at the exhibition Photography at Work at the New Horticultural Hall, Westminster, London, June 14-17 inclusive.

HMSO will be at IPEX

THE RESPONSIBILITY of HMSO to supply Parliament and the public service with its requirements of printing, stationery and office equipment necessarily involves the Department in very large-scale operations over a wide field. In order to ensure that every advantage is taken of the latest developments in material and technique, HMSO must follow these developments very closely.

In the course of years, HMSO has built up a fund of expertise that now enables it to make a positive contribution to the evolution of the industry and to apply that contribution in its own presses as well as using it as a standard to measure the performance of contractors.

The HMSO stand at IPEX (Earls Court and Olympia, July 13-24) will provide evidence of its leading position in the industry and will demonstrate its achievements both in the operational and design fields and in the quality of its end products.

A series of leaflets will explain the function of HMSO as printer, as print buyer, as publisher and bookseller, as graphic designer, and as a contributor of technical services.

● IPEX – The International Printing Machinery and Allied Trades Exhibition – will have more than 700 exhibitors from Britain, East and West Europe, the United States and Canada, India and Australasia.

ELB

Translation
Printing
Interpreting
Tuition

For years we have quietly provided the kind of language service demanded by leading companies for their international activities. To check our experience in your industry ring Simon Cave on 01-242 9276

Or write for our booklet

ELB Languages Group Ltd., 61 Carey St., London, W.C.2

comprising : Trade & Industrial Translation Centre Ltd. and Eastern Languages Bureau Ltd.

World fishing goes across the sea to Ireland

FROM THE BRITISH EMBASSY (COMMERCIAL SECTION), DUBLIN

'NOT THE biggest but the best' was the verdict on the 1971 World Fishing Exhibition by Mr. Walter Chesher, managing director of the London based Commercial Exhibitions & Publications Ltd., the publishers of *World Fishing*, who organized the event. For the first time, the exhibition left London and was held at the Royal Dublin Society Halls from March 24-30, with the added attraction of a sea food festival, together with a fine display of fireworks and fishing vessels in nearby Dunlaoghaire Harbour.

The exhibition was officially opened by the Prime Minister, Mr. Jack Lynch, who also exchanged messages, by courtesy of Marconi Marine International, with the fishing fleet at sea before touring the exhibition.

At the opening ceremony both he and the organizers stressed the evolution which had transformed the inshore fisherman from the romantic image of a blue jerseyed, blue eyed beach squatter to a high powered, bright eyed young businessman handling a capital investment in the region of £60,000 with responsibilities in many cases comparable to managing directors in other industries.

This concept was borne out by the high level of well informed trade inquiries maintained throughout the week. Among the 15,000 who passed through the turnstiles to view sophisticated equipment from a dozen countries were 4,000 overseas visitors from 20 different countries and non-productive inquiries were kept to a minimum by excluding the general public from the show except at the weekend.

Joint venture

A group of 10 firms sponsored by the British Internal Combustion Engine Manufacturers' Association (BICEMA) participated under Department of Trade and Industry joint venture terms and 30 other British firms exhibited independently.

On March 26 the British Ambassador, Mr. J. H. Peck, made a special tour of most of the British exhibitors, who between them were showing a full range of equipment and services for the commercial fishing industry, from anchors to asdic equipment, through buoys and blast freezing equipment, outboards and otter-boards, pothaulers and protective clothing, to winches and watch alarms.

All seemed to agree that, whether in terms of trade transacted or contacts made, their participation had been well worthwhile and most were sure that they would be exhibiting at the next World Fishing Exhibition to be held in Vigo, Spain, in 1973.

'Going Metric' comes to Northern Ireland

THE METRICATION Board's 'Going Metric' exhibition comes to Northern Ireland today (April 21) and will be housed in the Trade Centre Hall of the Chamber of Commerce and Industry at 22 Great Victoria Street, Belfast 2. It will be opened before an invited audience by the chairman of the Metrication Board, Lord Ritchie-Calder, and will be open to the public from 14.00 hours on April 21 until May 8. The daily opening times will be:

Mondays to Fridays 10.00 to 19.00 hours
Saturdays 10.00 to 13.00 hours

For those in industry the exhibition gives information and guidance on management planning, design, inspection techniques, company standards, stock reduction, training and retraining for metrication.

Dusseldorf footwear exhibition a pace-setter again

FROM THE BRITISH CONSULATE-GENERAL, DUSSELDORF

THE INTERNATIONAL standing of the Dusseldorf Footwear Samples Fair as a pace-setter for footwear trends and fashions was again apparent at the Dusseldorf Exhibition Halls from March 27-29.

A total of 303 firms including 134 foreign manufacturers displayed a wide range of fashion footwear. Britain was once more represented, a joint venture of eight firms exhibiting under the auspices of the British Footwear Manufacturers Federation in collaboration with the Department of Trade and Industry.

A record number of trade buyers attended the fair and over 36,000 visitors were recorded – an increase of 8 per cent over the 30th show held last autumn.

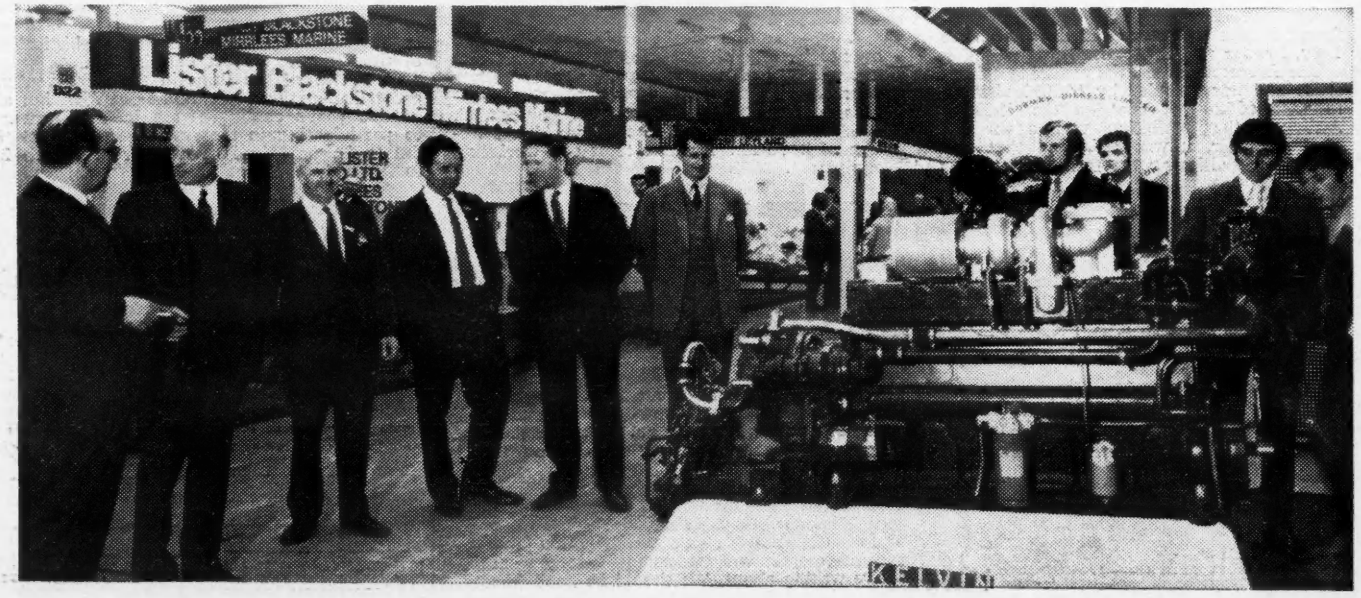
Keen interest was shown in fashion trends and especially in synthetic materials. The influence of hot pants on footwear was evident and most manufacturers displayed a range of women's boots, usually of suede leather and mostly lined with sheepskin.

The trend was towards lace-up boots or shoes. Women's boots were very long with heels of between 20 and 40 mm, to match the hot pants fashion. British exhibitors were generally satisfied with the inquiries received and considered the show as an excellent shop-window for buyers from Scandinavia and other EFTA countries.

One British firm roused considerable interest in its waterproof boots and was given television coverage. British footwear was generally much praised for its quality and finish and most of the exhibitors were already selling to Germany and other Common Market countries.

ADVERTISEMENT INQUIRIES FOR 'TRADE AND INDUSTRY'

Inquiries concerning the insertion of advertisements in Trade and Industry should be addressed to HMSO, Room D92, Atlantic House, Holborn Viaduct, London, E.C.1 (01- 348 9876, *Ext.* 6147).



The British Ambassador, Mr. J. H. Peck (second left), chatting with representatives of World Fishing *and exhibitors at the BICEMA/Department of Trade and Industry joint venture stand.*

California fashion first for womenswear

FROM THE BRITISH CONSULATE-GENERAL, SAN FRANCISCO

FOR THE first time in the history of the California fashion industry, British womenswear houses displayed their autumn fashions in conjunction with an American fashion organization as part of a joint venture. This event was the market week of the San Francisco Salesmens Fashion Guild which was held at the San Francisco Hilton from March 21-24.

The San Francisco apparel industry generates about $750 million a year but Los Angeles is considered the West's fashion capital, mostly because of the half block mart which centralizes the industry for buyers. However, San Francisco is planning to have a million square foot apparel merchandise mart and the first show is expected to be held in 1974.

The Mayor of San Francisco, Mr. Joseph Alioto, proclaimed the market week to be International Fashion Week and the Fashion Guild used 'hands across the sea' as the theme for this summer-into-fall market.

HM Consul General gave a reception on the night before the opening day to participating members of the San Francisco Salesmens Fashion Guild and the Clothing Export Council and the resulting rapport continued throughout the week.

The breakfast, which was attended by over 300 fashion buyers, was opened by HM Consul General (musically preceded by a Pipe Major) and garments were modelled before a backdrop of screened scenes of British landmarks, by courtesy of the Clothing Export Council. The show was presented as a mini-musical, effectively commentated and was favourably, indeed, complimentarily received by a sophisticated audience.

During the four day market buyer-traffic was heavy, registrations numbering 811. All the British exhibitors wrote valuable orders and all appeared prepared to return to San Francisco for a similar week.

There is no doubt that a British presence generated substantial magnetism to the event, as wide publicity was secured in all media. Both the San Francisco Salesmens Fashion Guild and its national parent NAWCUS were sufficiently impressed to extend invitations to the Clothing Export Council to their future Market Weeks.

Clothing Export Council members will wish to consider seriously the many advantages of active participation in trade recognized events which are correctly timed in terms of merchandising buyer presence and budget availability, as against sporadic individual or group forays into a market place at times when one, or even all of the essential ingredients could be missing.

A special ceremony was held at City Hall to mark the beginning of the International Fashion Week. Seen here are (seated) Mayor Joseph Alioto, standing left to right, a model, Mr. J. S. Renwick, deputy Consul General, Mr. A. Gumper, president, West Coast Salesmen's Association, and Mr. Ray Hirsch, president, San Francisco Salesmen's Fashion Guild.

Successful joint venture at ISH for 11 firms

FROM THE BRITISH CONSULATE-GENERAL, FRANKFURT

THE SIXTH biennial Frankfurt International Exhibition for Plumbing, Heating and Air-conditioning Equipment (ISH) was held from March 31 to April 4, and included for the first time a British joint venture group of 11 firms. They exhibited under the sponsorship of the Department of Trade and Industry and the Heating, Ventilating and Air-conditioning Manufacturers' Association.

A number of other British maufacturers exhibited independently or showed their products on the stands of their German agents, and together the British participants formed the fourth largest foreign contingent after those of Italy, France and Switzerland.

The fair occupied all the available exhibition space and was attended by 144,000 visitors, an increase of 26 per cent on the 1969 total. Although the exhibition was open to the general public, it was estimated that 80 per cent of the visitors were from the trade, and that foreign buyers attended from 55 countries.

The results of inquiries made by the fair authorities showed 92 per cent of the exhibitors happy with the results achieved, and trade and press commentators all voted the fair a success.

The exhibition, an extremely wide-ranging one, included sections devoted to kitchens and kitchen equipment, swimming pools and sauna baths, modern sanitary ware and bathroom fittings. A special display entitled 'Building Techniques' was devoted to environmental control and pollution-free methods of air and water heating.

A large section of the exhibition was given over to heating, air-conditioning and ventilating technology, and also embraced a wide variety of measuring, testing and operating mechanisms, control devices, pipes and pumps. A number of other exhibitors displayed a selection of hand and machine tools and workshop equipment.

The British joint venture group found inquiries coming in a little slowly on the first day, but thereafter they welcomed a constant and lively stream of callers. The majority of visitors were serious inquirers and a satisfying number of firm orders were booked.

Those British firms seeking representation all received expressions of interest from potential agents. Buyers from all the EEC and EFTA countries examined the British display, but the majority of the British exhibitors, displaying a wide range of industrial and domestic heating equipment and components, were very interested in the West German market; indeed, contrary to the experience of most British exhibitors at Frankfurt fairs who receive the majority of their inquiries from non-German and especially EFTA buyers, on this occasion West German buyers were very much to the fore reflecting the healthy state of the German building industry and the relative sophistication of the German market in this field.

Only two of the firms in the joint venture group had previously exhibited at ISH, but all of this year's contingent are looking forward to participating in the seventh ISH, which is dut to be held in Frankfurt from March 28 to April 1, 1973.

Ever been misunderstood?

Talk to a foreigner in his own language and he'll get the message. Write in English then get it translated and heaven knows what message mumbles through. If you've got a sales message to deliver abroad, important information to impart, don't just get translated. The *meaning* of your message could become distorted. LTC Translations offers the skills of native linguists – experts in *your* branch of industry. Urgent work or constructive advice – we guarantee that your overseas market will understand exactly what you're writing about. We should be good (the Linguaphone Group has been making good sense in 34 different languages for over 50 years.) Clip the coupon to get the facts – straight.

SEND FOR YOUR FREE BOOK TODAY!

Please tell me about your translation service. I have a message to get over abroad.

NAME _____

COMPANY _____

ADDRESS _____

_____

LTC TRANSLATIONS LTD., DEPT. B.T.14
193 Regent Street, London, W1R 7WA.
Tel.: 01-734 3408
A Member of the Linguaphone Group.

Keen British participation again this year at Malmo Motor Show

FROM THE BRITISH CONSULATE, MALMO

FIFTEEN BRITISH firms (five exhibiting racing and sports cars and 10 accessories and components) took part in a joint venture sponsored by the Society of Motor Manufacturers and Traders under the auspices of the Department of Trade and Industry at 'MOTOR – 71' in Malmo from March 27-April 4.

This third annual event is now recognized to be the largest of its kind in Scandinavia and has been approved by the 'Bureau Permanent International des Constructeurs d'Automobiles' in Paris and by the Swedish equivalent to SMMT so that importers of sports cars as well as racing cars were this year permitted to participate freely.

The show was an even bigger event this time and was officially opened by Mr. Ove Andersson, the winner of the Monte Carlo Rally. On the sports car and racing side the 'official' British contingent was represented by British Leyland, Aston Martin Lagonda, Lotus, Lola Cars and Morgan Cars.

Individual participation by Ford and General Motors helped to increase the number of British cars on show with emphasis on rally models, and Ford took the opportunity of ceremoniously unveiling the Ford GT 70 which was shown in Scandinavia for the first time.

Volvo concentrated on their competition service division and other well known overseas manufacturers included such names as Alfa-Romeo, Maserati, Lamborghini, Citroen, Volkswagen-Porsche and Fiat.

Jet car

Show pieces included a McLaren M8C Trojan, a Swedish built jet-powered racing car, a BRM/P153 1970 model formula 1 car, and a number of vintage sports cars and special conversions.

The main car exhibitors were concentrated in the large hall on the ground floor of the exhibitors' halls and the basement hall and ground floor corridors housed firms showing automotive parts and accessories, tuning equipment, garage equipment, racing and rally clothing, motorcycles and 'go-carts'.

The British group was split into two prominent sections, cars and accessories being shown separately. It is estimated that about 72,000 people visited the show during the nine days with the attendance concentrated during the weekends. This was about 3,000 more than last year.

It is obvious that with the ever-growing interest in Sweden in motor sport generally the sporting flavour of a show of this kind has a tremendous appeal to the general public of different categories and age groups and this was borne out by the record attendance.

The British participants in the main expressed themselves as being satisfied with the interest shown in their products. Although the organizers claimed that about 6,000 trade buyers and trade representatives were checked-in during the period of nine days, when bearing in mind the type of specialized products shown at such an event, exhibitors hardly expected to receive staggering orders. They did feel, however, that the show had presented the shop window they required and had helped towards the possibility of generating increased business in Sweden.

The exhibition was well advertised in the local press and the newspapers gave favourable reports. The organizers have already been told by several exhibitors that they will be back again and the next event is planned to take place in February 1972.

DTI establishments at the Physics Exhibition

THREE DTI establishments will be exhibiting at the Physics Exhibition at Alexandra Palace (April 19-22).

A fish freshness meter developed by the Torry Research Station will demonstrate a new technique which indicates freshness by displaying post mortem changes in the dielectric properties of fish. The instrument on display is a commercial prototype developed by the Royal Aircraft Establishment. A production version is being manufactured by Rank Precision Instruments by arrangement with the National Research Development Corporation.

Instruments developed at the Safety in Mines Research Establishment for the detection and estimation of some airborne contaminants will be on show at the exhibition. The instruments were primarily developed for the mining industry, but they, or the principles on which they are based, can be applied in many other industries. A gravimetric dust sampler which can be worn by a miner without interfering with his normal work, has been developed by SMRE during research into lung disease and dust prevention measures. SMRE will also show a film of a large impact machine, developed at the establishment to determine the extent to which large metal components can withstand impact loading in service.

The National Physical Laboratory will show a number of exhibits, including the HCN maser, still the most powerful sub-millimetre radiation source. Since its discovery at NPL in 1964 the maser has been steadily developed and many improvements introduced. Now GEC Hirst Research Centre have collaborated with NPL in developing and producing a fully engineered version of a general purpose HCN maser. The Advanced Industrial Instrumentation Project will show several commercial applications of advanced instrumentation all of which have received DTI help in transforming basic concepts into equipment. Information on the facilities offered by the British Calibration Service will also be available at the exhibition.

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

Preparations under way for next Boat Show

THE 18TH London International Boat Show, Earls Court, will be held from January 4-15 next year, and Cowes, Isle of Wight, will be the centre piece of the show.

Preparations are already well in hand, and prospective exhibitors have been sent their application forms for space at the Show and catalogue entry.

USING EFTA

Opportunities for the British businessman in the free markets of EFTA are described in 'Using EFTA,' published by the EFTA Cecretariat in Geneva. This 161 page book provides basic information for the new exporter, outlines the procedures for claiming EFTA tariff treatment and gives useful facts and figures about individual EFTA countries. Copies, together with other EFTA publications (including the Secretariat's regular EFTA Bulletin) can be obtained free of charge from the Department of Trade and Industry's EFTA Information Centre, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2479/80).

FREIGHT *from here to eternity*

Whatever, wherever. To and beyond the ports in thirty three countries served by seventeen different shipping Lines. Or to any destination at any time. With enthusiasm, energy and enterprise. All freight in all directions; break-bulk, containers, units, pallets—across the Channel or across the world. With help, expertise, documentation, packing, economical routing, door to door, terminal to terminal, port to port. Service!

Brown, Jenkinson & Company Limited

Marketing & Container Control Centre: Barking, Essex. Tel: 01-594 3815. Telex: GB-LN-262872/3. LONDON (H.O.) Tel: 01-623 7555. Telex: 884581/2 and at Birmingham, Liverpool, Felixstowe, Rochester, Sheerness.

Export Missions and Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in pink paper supplement of April 7 issue. Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of the Department of Trade and Industry (see page 445, March 3 issue of Trade and Industry*) or the Export Services Division, Export House, 50 Ludgate Hill, London EC4M 7HU (Tel. 01-248 5757).*

OUTWARD MISSIONS

'House full' for two missions

WITHIN only a few days of the details being circulated, every available place on two trade missions, sponsored by the Birmingham Chamber of Commerce and Industry, has been filled and a substantial waiting list compiled. The missions are to South Africa, in September, and a two-centre project in October that will spend a full working week each in Hong Kong and Singapore. Composition of the missions will represent a broad cross-section of Midlands industry in consumer and capital goods fields.

The Chamber, which will be sponsoring 14 missions and three joint venture exhibitions overseas in 1971, has now completed 69 missions; total business from them is estimated in term of immediate orders and follow-up business at £58.6 million.

Marine equipment team in Australia

A TEAM of nine British marine equipment manufacturers left recently on a three-week trade mission to Australia. The purpose of the visit will be to increase sales of British equipment and detemine trends in the demands of the Australian market and the ways in which British industry can meet these satisfactorily.

The mission is being sponsored and organized by the British Marine Equipment Council in co-operation with the British National Export Council. Mr. Donald Maxwell, BMEC's director, is accompanying the mission – led by Mr. Bill Booth, group director of Clarke Chapman-John Thompson Ltd. – and will be particularly concerned with promoting the British marine equipment industry as a whole.

The itinerary of the group takes in Sydney, Brisbane, Melbourne, Whyalla, Adelaide and Perth, where they will be meeting Government officials and leaders in the shipbuilding and shipping industries.

BMEC previously mounted a highly successful outward marine equipment mission to Australia in 1967.

A large number of senior technologists from medical laboratories overseas recently made a visit to the Elga Group's Lane End headquarters where they were instructed in the theory, equipment and applications of deionized water. The visit was organized as part of a training scheme run by the Bromley College of Technology, to teach and advise on laboratory practice and equipment to enable the foreign students to teach others when they return to their own country. Picture shows technologists from 13 countries discussing theory and applications of Elgastat deionizers at the International Ion Exchange Centre, Lane End.

Oil equipment team visiting N. America

FIFTEEN members of the Council of British Manufacturers of Petroleum Equipment and the British Chemical Plant Manufacturers' Association will visit the United States and Canada on a selling mission from May 1. Sponsored by the British National Export Council, the three-week-long mission will be led by Mr. Richard Soukup, managing director of Richard Klinger Ltd.

The mission will provide an occasion for members to follow up opportunities found for British exporters in Anchorage and Fairbanks, Alaska, and Houston, Texas, during visits to the areas in March by Mr. R. R. Capie, British Vice-Consul (Commercial) in Seattle, and Mr. James Hutcheson, executive secretary of the BNEC USA Committee's Capital Equipment Group.

Some members of the mission will visit Houston, where major buying decisions are made by United States companies operating in Alaska, and some the International Petroleum Exposition in Tulsa, Oklahoma, from May 15 to 23, where 19 British companies are to take part in a joint venture sponsored by the CBMPE.

EXPORT TOURS

Back from North America

THE JAYCEE GROUP, Brighton, Sussex, specialists in traditional-style furniture, are undertaking their biggest American sales drive in California. Mr. Andrew Arnold, general sales manager, recently returned from the West Coast where he visited the main business centres of Los Angeles, San Diego, San Francisco, Oakland, San Jose, Stockton and Sacramento. His 3,000-mile tour was a part of Jaycee's overall rationalization programme in marketing activity and was necessary to make plans for the company's support of the British Week in San Francisco in October this year.

Co-operation from the United States buyers is described as enthusiastic. New contacts were made with a number of specialist shops and substantial business was concluded.

On his return journey Mr. Arnold visited Toronto again to call on major customers and to discuss a new range of products designed specifically for the Canadian market. He then visited New York, where one customer is fitting ground floor showrooms with Jaycee's Tudor-style linen-fold wall panelling as an Olde English framework for the best-selling Tudor and Trevana series. Finally Mr. Arnold visited Boston, where displays of Jaycee products are already mounted in a leading furniture store chain.

Engineers visiting 17 countries

SALES ENGINEERS from Woods of Colchester Ltd. are currently making a series of tours. A company spokesman said: 'Woods already hold 60 per cent of total United Kingdom industrial fan exports. The visits are intended to strengthen further our lead in the world market. The engineers will visit our distributors and leading customers in 17 different countries.'

Mr. Bill Low, regional sales manager for Africa, is making a prolonged visit to Zambia; he will also visit various copper mines in the Congo and the industrial centre at Kinshasa.

Mr. Herbert Heinrich, regional sales manager for the Middle East, and Mr. Harry Prosser, agricultural manager, are visiting the Lebanon, Iraq and Kuwait. Mr. Heinrich will then go on to Qatar, Abu Dhabi, Dubai, Saudi Arabia, Cyprus and Greece.

Mr. Peter Chapman, regional sales manager for the West Indies and South America, is visiting Barbados, Trinidad, Venezuela, Ecuador, Peru and Brazil.

INWARD MISSION

Australian pollution experts in Britain

GOVERNMENT pollution experts from three Australian States who are currently visiting Britain could take home with them recommendations for the purchase of substantial quantities of British equipment and know-how.

The visiting Government representatives – Mr. Leon de Witt Henry, chief sewerage and water pollution engineer, Queensland; Mr. Keith Lewis, engineer for water and sewerage treatment, South Australia; and Mr. John Pottinger, director, environmental control, Tasmania – are guests of the Foreign and Commonwealth Office. They outlined their respective State's requirements to leading British suppliers of pollution control equipment at a function arranged by the British National Export Council's Australia and New Zealand Committee.

The main industries and projects in each State affording opportunities for British exports include:

Queensland: proposals for the construction of 900 effluent discharges and the subsequent expansion of existing sewage treatment plants to which many of these would be connected; problems resulting from a major industrial complex proposed for Gladstone, near Rockhampton, and the construction of several paper mills throughout the State; effluent problems at existing sugar mills, abattoirs, milk, fruit and vegetable processing works, distilleries, fertilizer plants and a vast number of mining concerns, including new works now under consideration.

South Australia: proposals now before the Government for the expenditure of £16.3 million on municipal water treatment equipment, including the construction of seven major plants in the next seven to eight years; monitoring equipment for water purification control; the waste from large sulphide works and abattoirs.

Tasmania: the discharge of soluble and insoluble metallic compounds from electrolytic zinc works; waste from abattoirs and various industries concerned with the manufacture of carbide, paint pigments, pulp and paper, sulphuric acid, milk and textiles.

The visitors, who return on April 27, are undergoing an extensive tour of industry, research establishments, pollution control bodies and Government Departments organized by the Central Office of Information.

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for insertion in these columns.

Power for Australian mine

Diesel generating equipment worth £500,000 is to be supplied by two United Kingdom-based Hawker Siddeley companies for the Robe River Mine site in Western Australia. Three Mirrlees K8 Major diesel engines each producing 3,114 bhp at 500 rev./min. will be built at the Stockport, Cheshire, works of Mirrlees Blackstone Ltd., and 2.4 MW alternators, to which they will be coupled, will be supplied by Brush Electrical Engineering Co. Ltd., Loughborough, Leics., who will also provide thyristor-controlled automatic voltage regulators.

The contract was placed with Hawker Siddeley Group's Australian subsidiary, Hawker Siddeley Brush Pty. Ltd., Melbourne, by Bechtel Pacific Corporation for the Cliffs (WA) Mining Co. Ltd.

Major order for data retrieval system

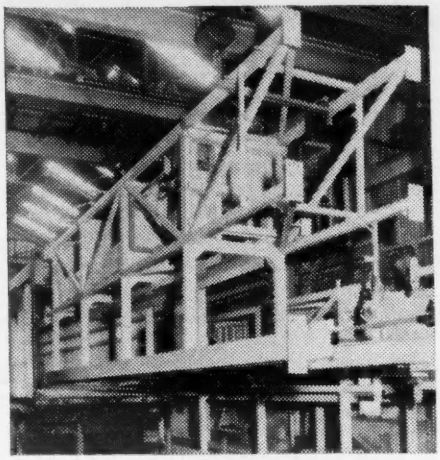
Several hundred CAPTOR equipments, the new Plessey cost-effective data retrieval system, first shown at the Computer '70 Exhibition, have been ordered by Intercontinental Medical Statistics Inc., Madrid. Worth over £700,000, this is the first major order received by Plessey environmental sensors division for the new system.

CAPTOR allows an untrained operator to gain instant access to stored data, such as detailed product or customer descriptions, recorded in human language. This information can then be combined with variable data and automatically converted to computer compatible form. Selection may be made from eight directories, carrying in excess of 50,000 descriptions.

Initial development work on CAPTOR was carried out by Plessey environmental sensors division in association with Shell Mex and BP Ltd., who hold a number of original patents.

Biggest order for pencil sharpeners

The biggest single export order for rotary pencil sharpeners ever received by Joseph Gillott and Sons Ltd., Dudley, Worcs., has come from the South African Government. It is for 12,000 Boston sharpeners and calls for delivery within four months.



Pictured at the premises of Dexion-Wharton Cranes Ltd., Stockport, is a completed section of a stacker crane built for Dexion Handling Technology Ltd.'s contract at S. Dyrup & Co. AS, Denmark, who have some of the world's most modern paint manufacturing plants and distribute their products to all parts of the world. The contract, worth £226,000, is for the supply, installation and commissioning of storage handling equipment in a new warehouse near Copenhagen.

Largest order to date

The largest single order for ion exchange resins ever received by Zerolit Ltd., a member of the Portals group, has been secured from Soujzchimexport, the State chemical buying agency, by negotiation through Golodetz (Overseas) Ltd. The order, valued at over £300,000, is scheduled for delivery by the end of June.

This is the second resins order received by Zerolit from the USSR in 1971, bringing the total value of the company's ion exchange resin and plant sales to Russia during the past 12 months to almost £500,000.

Seventh plant for Poland

Petrocarbon Developments Ltd., Manchester have been awarded a contract by Polimex of Poland for a cryogenic hydrogen recovery plant to be erected on the site of the new Polish refinery complex at Plock. The contract is valued at about £320,000. This plant is the seventh Petrocarbon cryogenic unit to be sold to Poland.

South African order for belting

BTR Leyland Industries Ltd., Leyland, Lancs., have won an order to South Africa for 6,000 ft. of 'Silverweave', premium quality, fire-resistant conveyor belting – the third significant export contract to be announced by the BTR Leyland Industries group in four weeks. The order is to be supplied to a leading mining company for use on a 3,000-ft.-long underground conveying system, handling coal at a rate of 400 tons an hour, at a speed of 350 ft. an hour.

Oil storage tanks for Nigeria

Whessoe Ltd., the Darlington-based engineering group, have, through their heavy engineering division, won an order from Gulf Oil Company (Nigeria) Ltd. to construct two 400,000 Bbl.-capacity crude oil storage tanks at their Escravos tank farm in the Mid-Western Region of Nigeria. The tanks will be 268 ft. in diameter by 42 ft. high and, when completed, will be the largest storage units of their kind ever to be built in Nigeria.

The contract, valued at over £500,000, will utilize over 2,500 tons of steel, and mechanical completion and testing of the completed units is envisaged towards the end of the year.

Heat treatment equipment for Yugoslavia

ICI Mond division's Cassel Heat Treatment Service recently completed the successful installation and start-up of five lines of heat treatment equipment at the Fabrika Reznoz Allata factory at Cacak, Yugoslavia. The factory produces high-quality cutting and forming tools.

The installation included six Cassel Ajax electrode furnaces, six Cassel externally heated electric furnaces and two electrically heated pre-heaters. ICI also supplied a Cassel Ajax furnace and Cassel compact oil-quench units and washing equipment.

ICI have exported salt bath furnaces for heat treatment to other Eastern European countries. Recent exports include conveyorized Cassel CBT furnaces to Poland and to the USSR for the austempering of springs, and a large electrode furnace, also to Poland, for use with the Cassel 'Sulfinuz' process.

Conveyor belting for Canadian project

J. H. Fenner & Co. Ltd., whose new factory in Hull for the manufacture of Fenaplast conveyor belting is scheduled to be opened by Mr. John Davies, Secretary of State for Trade and Industry, on April 30, have received a follow-up order for belting for the Smoky River coal-mining project in Alberta, Canada. The original order for about 30 miles of Fenaplast belting has now been delivered and much of it is installed and giving satisfactory service.

This picture, taken at the Gateshead factory of Huwood Ltd., shows final shipment of an order from the United States for a complete face of Huwood-Mastabar 280-ton supports with mechanical adjacent controls which allow for greater ease of control and safety in operation.

£250,000 order from Portugal

Wellman have received an order worth £250,000 from Walmsleys (Bury) Ltd. for a Swenson 7 body compound sextuple-effect black liquor evaporator which will be installed in Celulose do Norte SARL'S plant at Viana do Castello, Portugal.

Black liquor, an effluent from a kraft pulp mill, is normally available in vast quantities and is disposed of typically by concentration to 50 to 55 per cent total solids in multiple-effect evaporators followed by further concentration in an atmospheric evaporator for subsequent combustion. The latter concentration is normally achieved by direct contact with flue gas which often carries offensive odours into the atmosphere.

Australian radar equipment order

Cossor Electronics Ltd., Harlow, Essex, have been chosen to supply secondary surveillance radar equipment to provide Australia with what is claimed to be the most advanced air traffic control system in the southern hemisphere. This order, from the Australian Department of Civil Aviation, is the largest received by Cossor for this type of equipment and is believed to be the largest single SSR export contract ever awarded.

The order was won in fierce international competition and brings the sales of Cossor SSR.700 series interrogator equipments to a total of 90, including civil sales to many countries overseas. Naval and military versions have been adopted by New Zealand, Chile, SHAPE Technical Centre and the United Kingdom.

$700,000 marine equipment order

RFD/GQ Ltd., manufacturers of inflatable safety and survival equipment, have won an order for $700,000 – the largest export contract in the company's 50-year history. Contract negotiations have now been finalized with Vice-Admiral Estanislau Facanha Sobrinho, director of the control centre for stocks of material at the Brazilian Naval Headquarters, Ministry of Marine.

The contract – for 15-man liferafts (complete with full emergency packs) to be supplied in rigid glass-fibre containers, with deck cradles and hydrostatic releases and Type 88M Mk. 4 marine lifejackets – is for the complete re-equipping of the whole of the Brazilian Navy's Fleet with inflatable survival equipment.

About 1,200 ft. of special steel tube is being shipped from Liverpool to Indonesia on board Blue Funnel Lines' cargo liner 'Polydorus'. The 8⅝-in.-diameter tube, manufactured by the British Steel Corporation's tubes division, is plastic covered and concrete lined – the first time the division has supplied steel tube protected by both materials. It will be used for a submarine pipework installation at an Indonesian oil refinery.

Equipment for Sardinia

The latest in a series of international orders for Vokes 'Maxiblast' airless shot-blasting equipment, worth £70,000, is now nearing completion at Henley Park, Guildford. It is destined for the new aluminium smelting plant at Portovesmo, Sardinia, being built by Alsar SpA of Rome.

Three custom-built units will be supplied to the plant, which will eventually produce 100,000 tons annually. The first of the 'Maxiblast' units has already been despatched.

Orders for similar equipment have been received from West Germany, Italy, Bahrain and Iran.

Battery-making machines for Italy

A third order for British battery-making machinery for Italy was received recently by Chloride Overseas Ltd., Croydon. It came from Fabbriche Accumulatori Riunite, Naples, one of Italy's leading battery manufacturers, and is for six type 4 grid casting machines.

The order brings the total value of battery-making machinery ordered by Riunite in the last 14 months to well over £130,000.

£600,000 stainless plate order

Stocksbridge and Tinsley Park Works, in British Steel Corporation's special steels division, have received an order worth about £600,000 from the Fertilizer Corporation of India for heavy stainless plates for fabrication in India into chemical plant. Shipment is planned between June and August this year.

Ties are so fashionable

What is described as 'a tremendous upsurge in exports is reported by the Tie Manufacturers Association. A recent substantial order came from Lome, the capital of Togo, a country with a population of just over 1·5 million. Buyers from Hamilton, Bermuda, say that because ties are now so fashionable men wear them even in the hottest weather. Mr. E. Helgason, a leading importer in Reyjavik, reports that tie sales in Iceland have trebled in recent years and Iceland must now be 'the world's most tie-conscious country'.

Many members of the Association have received best-ever orders from Japan, Singapore, South Africa, Common Market and Scandinavian countries. Exports to the United States are also said to be holding up well.

Forwarding contract

Alltransport Ltd., a member of the Shipping Industrial Holdings group, have won a forwarding contract for the handling and co-ordination of materials and equipment totalling £20 million for a new £60 million Canadian oil refinery to be constructed at Come-By-Chance on Placentia Bay, Newfoundland.

Expected to last around two years, the contract was awarded by Procon (Great Britain) Ltd., the company commissioned as the main contractor by the Provincial Building Co. Ltd.

Alltransport's obligations within the contract include calling forward cargo from suppliers all over the United Kingdom, all documentation, Customs clearance, statistical records, freight booking, attendance at ship and, where required, any additional service by way of export packing and cargo assembly. Materials and equipment, virtually all of which is to be built or supplied by United Kingdom companies, will total approximately 85,000 tons and will include large pieces and heavy lifts of up to 190 tons.

Athens refinery contract

CJB (Projects) Ltd., London, have been awarded a major contract by Mr. John S. Latsis of Athens for tankage and the engineering and design of offsites for the new refinery under constuction at Elevsis, near Athens. Mr. Latsis, one of the largest independent international petroleum traders, is also a well-known shipowner.

A craftswoman at the Wedgwood factory at Darlaston, Staffordshire, puts the finishing touch to a fine bone china plate that is part of an 864-piece service for the Government of Nigeria. The service is in Wedgwood's 'Ascot' pattern with an acid etched border of real gold and every item is decorated with the Nigerian Government crest in gold. The order was placed through Druce & Co. Ltd.

Increased export sales

Computing Techniques Ltd., Leatherhead, Surrey, announce a substanial increase in their export sales. During the trading year 1968/69, only 3 per cent of turnover was contributed by exports. In 1969/70 this rose to 7 per cent, and during the first six months of 1970/71 exports have contributed 20 per cent of the planned total turnover for the year.

German expansion

Because of the great success of their German operation at Solingen, the Brighton-based Jaycee group have opened extensive warehouse facilities there. These will enable the company to build up stocks of their best-selling models and allow for an increase in forward ordering.

The joint venture with a well-established upholstery manufacturer, Jaycee GmbH, is 60 per cent owned by the Jaycee company and is a marketing and distribution centre for ever-increasing business in the Federal Republic. Jaycee anticipate annual sales of £500,000 within the next two years and are already showing an 84 per cent increase on the £120,000 per annum at the start of the project just one year ago.

Seventeen school buildings for Netherlands

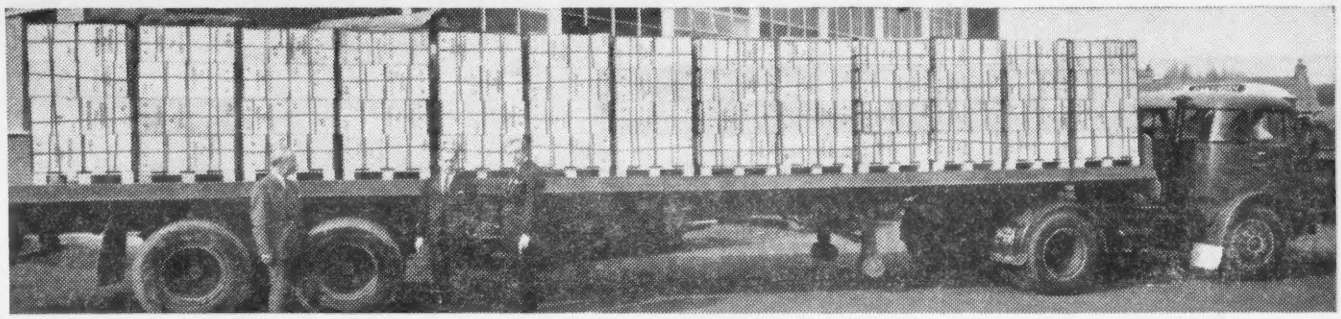
Orders currently in hand in the Netherlands for the erection of school buildings in the Vic Hallam Derwent system of component construction now total 17 and it is generally anticipated that, over the year, the company's sales to the Netherlands will be in excess of £300,000.

Vic Hallam Ltd., Nottingham, first entered the Dutch market in 1967 and, to date, have erected 162,000 sq. ft. of superstructure. Contracts received have been mainly for schools – from a single classroom unit to nine classrooms and an assembly hall – but they have also included an office block and a restaurant.

Construction of the superstructure in this system takes between three and 15 weeks and follows normal United Kingdom practice, but with heavy sound insulation between classrooms and additional thermal insulation in the roof.

The company is also making a major attempt this year to break into other European markets, including West Germany, France, Denmark and Switzerland.

ORDERS FOR 257,000 LOCKS FROM ONE TOUR



Some of the 257,000 locks leaving the Union lock factories of Josiah Parkes & Sons at Willenhall for Liverpool Docks. Near the vehicle are Mr. R. G. McKay, export director, Mr. E. Stringer, commercial manager, and Mr. M. C. Fryer, production manager, who collaborated to ensure that delivery time was maintained. This consignment comprises 312 cases, weighing 20 tons.

Following a three-and-a-half-week, 12,000-mile overseas trip, Mr. R. G. McKay, export director of Josiah Parkes & Sons, makers of Union locks, has returned with orders exceeding £200,000, for some 257,000 locks, with negotiations proceeding for further very substantial business.

The biggest single order ever received by the firm was one for £160,000, for 180,000 locks for Africa, obtained in the face of competition from United Kingdom and foreign sources. This order is for delivery over the next six months and the company's factory at Willenhall will be going at full stretch to meet the delivery date of this overseas order.

Mr. McKay's tour included Kenya, Tanzania, Zambia and the Middle East. Most of the locks are for housing in Africa and the Middle East, the result of major housing schemes being developed. Some 35 per cent of the firm's output goes overseas.

More sprayers for Japan

A repeat order from Japan for precision band sprayers has been received by the Dorman Sprayer Co. Ltd. The sprayers are to be sent to the North Island for use on sugar beet.

Slab milling line order

Loewy Robertson Engineering Co. Ltd. (a Davy-Ashmore company) have obtained an order from Societa' Metallurgica Italiana, Italy, for a complete Torin slab milling line to process hot-rolled copper, brass and nickel alloy strip in coil form at their works near Florence. The line's electrical equipment has been ordered by Loewy Robertson from Thorn Automation Ltd.

£95,000 power plant orders

W. H. Allen Sons & Co. Ltd., Bedford, have secured an order worth over £95,000 for three diesel-driven alternator sets, two of them of 488kW and one of 306kW for installation in a new power station in the Falkland Islands. The company have also negotiated orders for two 2,670kW and two 1,125kW diesel-alternator sets for islands of the West Indies group; a 5,000kW steam turbine-driven alternator set for Argentina; three 3,000kW turbo-alternator sets for Mexico; and a 2,000kW diesel-alternator set for Chile.

Algerian contract

British Insulated Callender's Construction Co. Ltd. is to participate in a contract awarded by Radiodiffusion-Television Algerienne. The company are to supply and erect three 150-metre-high towers, with aerial support steelwork, feeder supports, obstruction lighting and painting at Djebel Metlili, Djebel Nador and Djelfa.

The value of the contract is £223,054 and work on it is expected to take place between April and October 1972.

Company's largest export order completed

The sixth and final stage of the company's largest export order will be completed soon by H. D. Sharman Ltd., poultry and agricultural equipment manufacturers, Chapel-en-le-Firth. The order, placed by one of Sweden's biggest poultry companies, involved a battery manure removal system for an entire 180,00-bird laying unit – made up of six 30,000-bird houses.

Sharmans system was installed in the first of the houses in August of last year and included 21 runs of the company's 'Plygene' plastic belting – each run 245 ft. in length. Since then the system has been installed in further houses on the unit.

The total vale of the order is £20,000.

American contract for survey firm

A two-year contract worth $300,000 has been won in America by BKS Survey Technical Services Ltd., the aerial survey firm which has all its production capacity at Coleraine, Northern Ireland.

By winning the contract, to survey an area about half the size of County Londonderry, BKS have become the first European firm to break into this American market, which has a host of firms specializing in this type of work. BKS will be providing a basic brief to be used in the co-ordinated utilization of land for housing, factory development, water supplies and all that is entailed in urban development.

In the 12 months of discussion and negotiation involved, Mr. Bill Parkes, chairman of the company, had to contend with the competition of 12 American firms who were seeking the contract, placed by the local authority for one of the American counties.

£68,000 contract for pipes and fittings

Clay Cross (Iron & Foundries) Ltd., of the Clay Cross group, have obtained a £68,000 contract for the supply of flanged pipes and fittings, from 3 to 126 in. diameter, for the Jurong power station, Singapore.

Computer plans Colombo's water for year 2000

By the year 2000, Colombo's population will have increased by nearly 250,000 people and its daily water needs will have doubled, according to Howard Humphreys & Sons, consulting engineers, London, who are conducting a survey of the water distribution and supply problem facing the capital of Ceylon. Using a distribution simulation programme, developed jointly over the past two years by themselves and Honeywell's information services division, the firm's engineers are planning an extensive water supply network for the Ceylonese city.

The computer programme, DIANA, which runs on Honeywell's 'Dial-a-Computer' time-sharing service, has enabled the consulting firm's engineers to construct a comprehensive mathematical model of the supply network feeding water throughout Colombo and its planned extensions. Using water pressure and flow measurements taken during a survey of the system, and by manipulating the model, they have modelled the conditions of existing facilities.

DIANA, believed to be one of the most advanced water distribution simulation programmes yet developed, has also been applied by Howard Humphreys to similar problems throughout the world. Cities benefiting from its use include Kumasi in Ghana; Khartoum (North) in Sudan; Nairobi, Kenya; and Kingston, Jamaica.

IMPORTANCE OF AIR MAIL

All correspondence overseas should be done by air rather than by sea in the interests of export efficiency, and businessmen are reminded that due care should be taken that mail is fully stamped. Should this precaution be overlooked the correspondence may be delayed and opportunities lost.

Outside busy periods, such as Christmas, the Post Office often makes up postage on insufficiently stamped airmail letters (though this cannot be guaranteed) provided the sender's name and address appears on the envelope. An insufficiently stamped airmail letter not having this information may be sent surface mail or the addressee may be called upon to pay double the missing postage.

Full details of overseas postage rates (and much other useful information) are given in the Post Office Guide, obtainable at all post offices, price 12p. Another useful publication is the monthly Air Mail Leaflet which gives postage rates, times of transmissions and the latest posting times which vary with airline schedules. The Air Mail Leaflet is available free from all post offices and a standing order can be placed for its regular delivery.

Overseas Trade and Exports

The market in Okinawa for British consumer goods

From the British Consulate-General, Osaka

THE RYUKYU ISLANDS lie to the south-west of Japan, the main island of Okinawa being roughly 1,000 miles from Tokyo. All powers of administration, legislation and jurisdiction over the islands have been held by the United States since the Treaty of Peace with Japan in 1952. The local government of the Ryukyu Islands, headed by a publicity elected chief executive, exercises a substantial degree of local responsibility.

Since 1969 the United States and Japanese governments have been in negotiation over the terms of a reversion of sovereignty to Japan, now expected to be accomplished during 1972. The population of the islands is around one million, of whom some 300,000 live in the main city of Naha and some 64,000 in the second city, Koza, both in southern Okinawa.

The economy

Roughly 30 per cent of the employed population is engaged in primary industries. Sugar cane and pineapples are the main crops and together account for some 50 per cent of exports of goods, to a value in 1969 of US$63 million. On the other hand rice has to be imported, mainly from the United States and Australia. Total exports of rice and other foodstuffs amounted to US$79 million in 1970, 16 per cent of all imports.

Tertiary industries employ 54 per cent of the population, leaving only 8 per cent each in the manufacturing and mining and in the construction industries. The economy is thus highly dependent upon income from the United States military bases. Exports of goods and services in 1969 totalled US$348.1 million, but US$209.2 million represented local expenditure by the United States forces and personnel.

The gross national product grew, however, through the 1960's at an annual average rate of increase of 15.5 per cent to reach US$860.9 million in the financial year ending June 1970 (a gain of 18.4 per cent over 1969). Per capita income in 1970 was US$767 and average monthly cash earnings for workers in private business establishments with 20 or more employees was US$135 for males and US$70 for females.

As of June 1970, licensed motor vehicles, excluding those used by United States forces, totalled 140,000. Some 87 per cent of households possess television sets, 95 per cent electric fans, 60 per cent refrigerators and 54 per cent washing machines.

Imports

Eighty-three per cent of Ryukyu's exports go to Japan and 74 per cent of imports come from Japan. Main imports from Japan are road vehicles, petrol, pharmaceuticals, steel plate, printed matter and textiles. Japan supplies 44 per cent of foodstuffs imported into the Ryukyu Islands, and 32 per cent of beverages and tobacco imports.

Following Japan, other main suppliers are the United States (13.1 per cent of imports), the Philippines (1.7 per cent), Australia (1.6 per cent), Taiwan (1.6 per cent), Hong Kong (1.2 per cent), Britain (1.1 per cent) and Denmark (1.0 per cent).

The recorded value of direct United Kingdom exports to Okinawa in 1970 was £843,000, the main items being:

Distilled alcoholic beverages (£611,000), non-electric machinery (£59,000) and transport equipment (£58,000).

Many British-made consumer goods are imported via Hong Kong or Japan, and Ryukyu statistics indicate that in 1969 these included:

Prepared vegetables	US$108,500
Cigarettes	US$130,300
Toothpaste	US$469,200
Woollen fabrics	US$320,700
Worsted fabrics	US$293,600
Woven fabrics of synthetic fibre	US$112,280
Razor blades	US$70,910

Opportunities for British exporters

The Government of the Ryukyu Islands welcomes foreign investment in manufacturing industry. Immediate opportunities for British exporters lie however in the field of consumer goods.

At present, the comparatively low tariff brings imported foodstuffs and items of clothing and luxury goods within the reach of many Okinawan people and the continued presence of large numbers of United States servicemen and other foreigners has led to a wide knowledge of foreign consumer goods. An example is that in 1969 Okinawa imported tinned meat preparations from Denmark to a value of over US$3 million. Generally, imported foodstuffs popular in Japan will also sell well in Okinawa.

Examples of the present tariff rates are:

Foodstuffs, general	5% of cif value
Alcoholic beverages	185% of cif value
Clothing, general	10% of cif value
Automobiles	
(a) Wheelbase of over 10 feet or engine over 3000 cc	45% of cif value
(b) Others	35% of cif value
Luxury goods (jewellery, etc.)	5% of cif value

Upon the reversion of sovereignty to Japan, the present tariff will be replaced by that of the mainland. It is expected, however, that the application of the Japanese tariff to certain categories of luxury goods will be phased over a transitional period of several years.

Outlets for consumer goods

The main retail outlets for consumer goods fall into two categories: (*a*) Department stores and speciality tourist shops in downtown Naha. The largest of these are attracting the attention of interests in the mainland and merchandise tie-ups with associated stores in Japan have been concluded. (*b*) Specialized stores in Koza, near Kadena, handling high quality and luxury goods and catering to both United States service personnel and visiting Japanese tourists.

Channels of distribution to these outlets vary. The stores may buy direct, opening their own letters of credit, or they may buy from local agents, which may be independent or affiliates of Japanese or Hong Kong companies (it is noticeable, however, that

franchises for the Ryukyu Islands held by the Japanese Agents of British firms have not always been active, and there is not the variety of British consumer goods one finds in Japan). As reversion of sovereignty to Japan approaches, British firms exporting to the Far East would do well to review their marketing arrangements for the islands.

A merging of interest between existing commission agents and importers in Okinawa and their opposite numbers in Japan is already evident and for most commodities it will become decreasingly practical to deal with the market through Hong Kong. In this connection, a list of Japanese General Trading Houses, some with offices in London, is available from Mr. J. Andrews, Importers' Lists Sections, Export Data Branch, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 245).

Further information about tariffs may be obtained from Tariff Section, Export Data Branch, at the above address and telephone number (Ext. 420 and 475).

General inquiries about this report, and requests for further information on the market in the Ryukyu Islands should be addressed to General Export Services Branch, again at the above address and telephone number.

TRADE AND FINANCIAL ARRANGEMENTS

Where further information is available to inquirers, it may be obtained from either Commercial Relations and Exports (CRE) Division, DTI, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877), or Export Data Branch (EDB), DTI, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (CRE or EDB) together with the appropriate telephone extension number.

NORTH KOREA AND NEPAL: A two-year Trade Agreement between North Korea and Nepal was signed in Pyongyang on December 11, 1970. The Agreement, which came into force on the date of signature, will be automatically extended if neither side objects. Nepal will export to North Korea minerals, timber, skins and other raw materials, textiles, foodstuffs, etc., and will import machinery and parts, vehicles, iron and steel, cement, chemicals, medical equipment, cotton textiles, etc.

EDB Ext. 420 and 475

ITALY AND SYRIA: In a circular dated February 2 the Italian Minister for Foreign Trade announced that, following the Decision of September 29, 1970 of the Council of the European Communities authorizing extension, the Trade Agreement between Italy and Syria signed on November 10, 1955, has been tacitly renewed for a further year until February 26, 1972. The quotas remain unchanged.

EDB Ext. 467

SENEGAL AND MAURITANIA: A commercial agreement between Senegal and Mauritania announced that as from March 1 the importation of primary products of Senegalese or Mauritanian origin into either Mauritania will be free from import duties and taxes.

EDB 471/2/3

NORWAY AND ROMANIA: A long-term trade agreement between Norway and Romania covering the period January 1, 1971 to December 31, 1975 was signed in Bucharest on October 30, 1970. Romanian exports to Norway will include industrial equipment, iron and steel, chemicals, textiles and food and her imports will include machinery, non-ferrous metals, hides and skins, and fish products. **EDB Ext. 459, 461**

RECORD EXPORTS TO CANARY ISLANDS

Mr. N. F. Date, HM Consul at Las Palmas, recently gave a reception at the British Club for Mr. M. H. M. Reid, the Commercial Counsellor at the British Embassy, Madrid, and to celebrate record United Kingdom exports to the Canary Islands. These totalled £19.5 million for 1970 which is a 24.5 per cent increase over the previous year. Pictured, left to right, are: Mr. John Doorly, Cory Bros. Ltd.; Mr. M. H. M. Reid, Commercial Counsellor, Madrid; Mr. J. Kane, Vice-Consul (Commercial), Las Palmas; and Sr. Don Alvaro G. Sabucedo.

HINTS TO BUSINESSMEN VISITING KENYA. A revised edition of the booklet on Kenya has been published in the 'Hints to Business Men' series. British businessmen who intend visiting this country on export business can obtain a copy of the booklet on application to Export Services Division, Department of Trade and Industry, Room C07, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 7146), or to any Regional Office of the Department of Trade and Industry.

ALGERIA, MOROCCO AND TUNISIA

Exporters interested in Algeria, Morocco and Tunisia are reminded that French is the foreign language most widely used in business and official circles in these countries. It is, therefore, essential that any literature or correspondence for local firms should be in French. Similarly, quotations of weights and measures in the metric system and of prices in local currency are also an important factor in attracting the interest of potential importers.

Do you suffer from Manual labour trouble? We mean, do you have trouble preparing your technical manuals? Our Technical Editing service can relieve you of the worry.
Then, dear Manual labourers, consult

B.W. INSTRUMENTS AND TECHNICAL SERVICES LIMITED, Technical Editing Dept., 593 Green Lanes, Palmers Green, London, N.13. (Telephone: 01-886 4866)

OR

LANGUAGE TRANSLATION SERVICES, 5 Marsh Street, Bristol BS1 4AA. (Telephone: Bristol 21381)

Tariff and trade notices and commercial information from overseas

The Department of Trade and Industry can usually provide exporters with further information on the notices published in this section. The branches concerned are: Commercial Relations and Exports (CRE) Division, DTI, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877); and Export Data Branch (EDB), DTI, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (CRE or EDB) together with the appropriate telephone extension number.

European Communities

COMMON AGRICULTURAL AND FISHERIES POLICY: The texts of the following Regulations which affect the various agricultural and the fisheries sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes*. The French texts of the Regulations may be seen on application.

GENERAL

The *Journal Officiel* No. L76 dated March 31, 1971 contains the texts of a number of Regulations relating to the system applicable to goods, covered by various agricultural sectors, originating in Tanzania, Uganda and Kenya. The Regulations are as follows:

Regulation (CEE) No.	Relevant agricultural sector
652/71	Cattlemeat, beef and veal
653/71	Processed products with a cereals or rice base
654/71	Processed products with a fruit or vegetable base
655/71	Raw tobacco
656/71	Maize

MILK AND MILK PRODUCTS

Regulation (CEE) No. 668/71 modifies **Regulation (CEE) No. 823/68** determining the grouping of products and the special provisions for calculation of the levies in the milk and milk products sector (*Journal Officiel* No. L77 dated April 1, 1971).

Regulation (CEE) No. 673/71 modifies **Regulation (CEE) No. 986/68** establishing the general rules relating to granting aid for powdered skimmed milk and skimmed milk intended for animal feedstuffs (*Journal Officiel* No. L77 dated April 1, 1971).

FISHERIES

Regulation (CEE) No. 696/71 relates to the granting of aid for the private storage of those fish products falling within Annex II of **Regulation (CEE) No. 2142/70** (*Journal Officiel* No. L77 dated April 1, 1971).

Regulation (CEE) No. 697/71 relates to the disposal of certain fish products which have been subject to measures for regulating the market (*Journal Officiel* No. L77 dated April 1, 1971).

Regulation (CEE) No. 698/71 relates to fixing the standard value for fish products withdrawn from the market and to interventions in the calculation of financial compensation (*Journal Officiel* No. L77 dated April 1, 1971).

CEREALS AND RICE

Regulation (CEE) No. 699/71 modifies **Regulation (CEE) No. 156/67** establishing the methods for determining the caf (c.i.f.) prices and levies for cereals, flour, groats and meal (*Journal Officiel* No. L77 dated April 1, 1971).

CATTLEMEAT, BEEF AND VEAL

Regulation (CEE) Ni. 705/71 modifies **Regulation (CEE) No. 1027/68** relating to determining the prices of calves and adult bovine animals on representative Community markets (*Journal Officiel* No. L77 dated April 1, 1971).

WINES

Regulation (CEE) No. 701/71 modifies **Regulations (CEE) Nos. 1430/70, 1679/70 and 1634/70** and extends the system applicable to imported wines coming from Algeria, Morocco, Tunisia or Turkey (*Journal Officiel* No. L77 dated April 1, 1971).

Regulation (CEE) No. 703/71 relates to aid for private storage of table wines of type R II (*Journal Officiel* No. L77 dated April 1, 1971).

Regulation (CEE) No. 704/71 relates to an extension of the time specified for increasing the alcoholometric strength of certain Luxembourg wines (*Journal Officiel* No. L77 dated April 1, 1971).

PIGMEAT

Reguation (CEE) No. 738/71 modifies the Dutch text of **Regulation (CEE) No. 453/71** relating to the conditions for granting aid for private storage in the pigmeat sector (*Journal Officiel* No. L82 dated April 7, 1971).

OILS, FATS AND OILSEEDS

The *Journal Officiel des Communautés Européennes* No. C32 dated April 6, 1971, contains the text of a Proposed Regulation relating to imports of olive oil from Turkey. It should be noted that the text of this Regulation, when finally approved, may differ from the draft text referred to above.

EDB Ext. 7174, 408

SUSPENSION OF DUTIES IN THE EEC: The *Journal Officiel des Communautés Européennes* No. L76 dated March 31, 1971 contains the texts of two Regulations as follows:

Regulation (CEE) No. 657/71 suspends the Common Customs Tariff applicable to certain eels (Common Customs Tariff No. ex 03.01 A II (a)) at a rate of 3 per cent for the period April 1, 1971 to August 31, 1971.

Regulation (CEE) No. 658/71 totally suspends the Common Customs Tariff applicable to oysters (other than flat) weighing not more than 12g. each (Common Customs Tariff No. ex 03.03 B I (b)) for the period April 1, 1971 to June 30, 1972.

The French texts of these Regulations may be seen on application.

EDB Ext. 7174, 408

COMMON CUSTOMS TARIFF: The *Journal Officiel des Communautés Européennes* No. L76 dated March 31, 1971 contains the text of **Regulation (CEE) No. 665/71** re-establishing the Common Customs Tariff applicable to imports of preserves of pineapples (Common Customs Tariff No. ex 20.06 B II), originating in Tanzania, Uganda and Kenya, for the period April 1, 1971 to December 31, 1971. The French text of this Regulation may be seen on application.

EDB Ext. 7174, 408

Registered trade mark (r t m) goods in overseas tariff list

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of Trade and Industry *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category are preceded by the letters 'r t m'. Readers should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the descriptions stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

TARIFF QUOTAS IN THE EEC: The *Journal Officiel des Communautés Européennes* No. L76 dated March 31, 1971 contains the text of **Regulation (CEE) No. 659/71** setting up a Community Tariff Quota for 19,777 tonnes of rosins (including 'resinous pitch') (Common Customs Tariff No. 38.08 A) at a 'nil' rate of duty for the year 1971.

This quota has been allocated as follows:

Germany	12,090 tonnes
Benelux	3,516 tonnes
France	876 tonnes
Italy	3,295 tonnes

The French text of this Regulation may be seen on application.

EDB Ext. 7174, 408

France

IMPORT REGULATIONS FOR CERTAIN FOODSTUFFS: The French *Journal Officiel* of April 10 published a notice setting out the customs duty, variable levies and maximum rates which apply from April 12 to certain foodstuffs in the following tariff headings:

Tariff nos.: 17.04, 18.06, 19.01, 19.02, 19.03, 19.04, 19.05, 19.06, 19.07, 19.08, 21.01, 21.06, 21.07, 22.02, 29.04, 35.05 and 38.12 (for the sake of brevity the descriptions have been omitted but can be seen in a condensed form in the *Board of Trade Journal* of July 1, 1970, page 27).

EDB Ext. 423, 408, 288

LIBERALIZATION OF IMPORTS: The French *Journal Officiel* of April 8 announced that horses for slaughter (Tariff no. 01.01 A II) and horsemeat, fresh or chilled but not frozen (Tariff no. 02.01 A ex I) may be imported into France from all countries free from quantitative restrictions from April 1 – August 31, 1971. Import procedure for this period will follow the pattern set out at art. 4 of the notice to importers of January 31, 1967.

EDB Ext. 423, 408, 288

Bulgaria

CUSTOMS TARIFF DETAILS: A new customs tariff has been in operation in Bulgaria since the beginning of 1971. Duty is invariably paid by the importing organization, but it is of interest to British exporters to know that different rates of duty are charged depending on the country of origin. For example, the lowest rate of import duties are charged on imports from developing countries; almost all other countries including the United Kingdom will pay a middle rate of duties and the third and highest duties are only to be imposed on countries which do not give some measure of mfn treatment to Bulgaria. The full details of the new tariff have not yet been made available.

EDB Ext. 466, 467, 482

Spain

CUSTOMS TARIFF MODIFICATIONS: The Spanish *State Gazette* of April 5 announced the following modifications to the Spanish customs tariff:

Tariff Heading	Description	Transitory duty Per cent
44.05 E 3	Tropical wood of more than 30 mm	6
44.05 E 4	Tropical wood not exceeding 30 mm	10

THERMAL POWER STATIONS: In the Spanish *State Gazette* of April 5, the Spanish authorities published approval under special system of joint assembly (details of which appeared in the *Board of Trade Journal* dated August 11, 1967, page 368) of a pro forma resolution for the manufacture of pipes and accessories sets for the main system of conventional thermal power stations. The parts, components and auxiliary materials which may have to be imported for inclusion in the Spanish manufacture will be subject to a reduction of 75 per cent of the corresponding import duty. On application, specific resolutions could be approved by the Directorate of Tariff Policy, given a technical and sufficiently detailed description of the parts, components, etc., to be imported with the reduced import duty, provided the total value of such parts to be imported does not exceed 77 per cent of the total industrial cost price of these sets. From the time of coming into force of the first specific resolution for the joint assembly of these pipes and accessories sets all customs duty reductions or exemptions for the import of this type of equipment will be suspended. The current pro forma resolution will remain in force for a period of three years from April 5, 1971.

EDB Ext. 460/462

REDUCED DUTY-RATES ON CERTAIN CAPITAL GOODS: The Spanish *State Gazette* announces rates of import duties on further capital goods, and an extension of reduced rates for goods already on the preferential lists, as follows:

Brussels Nomenclature	Description	Reduced rates	Until
84.11 C2(a)	Rotary compressors of the liquid sulphuric-ring type, used for chlorine	5%	March 13, 1973
84.19 D	Automatic packaging machines for packing pre-packed goods into boxes or bags at a rate of more than 100 units per minute	5%	March 13, 1973
84.45 C 5	Bridge-type automatic drilling machines and repeaters, with a traverse exceeding 1,200 mm and an arbor chuck speed in excess of 6,000 rpm	5%	March 13, 1973
84.45 C 6	Rectifiers especially designed for lamination cylinders, weighing more than 30 tons	5%	March 13, 1973
84.45 C 9	Vertical eccentric forging presses, weighing more than 120 tons	5%	March 13, 1973
Ex 84.40 F	Pattern-cutting machines for velveteens and corduroys, with circular cutters or independent cutting-needles for each piece	5%	September 27, 1972
	Brushing machines for velveteens and corduroys, which operate diagonally for cylindrical brushes, or transversely for rectilinea brushes, in reciprocating motion or continuous widths	5%	September 27, 1972
	Machines for controlling steam temperature working on continuous threads arranged on spirals on moving belt transporters	5%	September 27, 1972
84.42 A	Footwear machinery	5%	November 16, 1972
84.42 B 10	Machinery and plant for the preparation and working of pelts and skins, not included under B.N. 84.42 B I and 9	5%	November 16, 1972
84.45 C 9	High-speed stamping presses for the production of pieces, the cutting of strips, veneers, or discs, which perform the function of cutting and folding besides inlaying or embossing at a rate of more than 250 strokes per minute, weighing more than 6,500 tons	5%	September 27, 1972
84.47 C 1	Sanding and polishing machines with an effective cylinder width in excess of 1,500 mm	5%	November 16, 1972
84.47 E 4	Pantographic reproducers and similar, for the reproduction of engravings and carvings	5%	November 16, 1972
84.59 F	Machines for spreading gravel, concrete, hydraulic mortar, or mixtures of bituminuous products with dry fillers and aggregates. Excluding those not autopropelled	5%	November 16, 1972

EDB Ext. 460, 462

Sweden

PRICE FREEZE: The Swedish Government has announced an extension to the current price freeze which was due to end on March 31, 1971. The freeze will now continue until October 1, 1971.

EDB Ext. 458, 459, 461

YOU WILL HAVE NO **CAR SHIPPING PROBLEMS** IF YOU CONTACT

BRITAIN'S LEADING AUTOMOBILE SHIPPERS

INTERCONTI FORWARDING LTD., 14 PHILPOT LANE, LONDON, E.C.3 01-623 6642/3

Iran

GENERAL EXPORT-IMPORT REGULATIONS. The Iranian Ministry of Economy has issued the General Export-Import Regulations for the Iranian Year 1350 (March 21, 1971-March 20, 1972). An English version of the full text has not yet been produced, but it is known that the bulk of the changes involve the imposition of the requirement for prior Ministry of Economy approval of imports. This is to give the Ministry the means, if necessary, to protect local industry, both public and private, many of whose products are expected to come on to the Iranian market during the course of the year. Certain items have been freed from restrictions, a measure believed to be to help the Iranian consumer, either because of insufficient quantity of the items available or, in the case of locally manufactured items, they are of high cost/inferior quality. There is also an increase in the Commercial Benefit Tax on certain items as follows:

Tariff No.		CBT increase
383	Wood squared with the axe, not elsewhere specified or included	From Rials 1,500 to Rials 1,850
384	Wood simply sawn lengthwise, not elsewhere specified or included	From Rials 1,150 to Rials 2,000
748/B 2	Saws and saw blades – others	From Rials 15 to Rials 45
26/B	Other types of cheese	From Rials 30 to Rials 70

EDB. Ext. 420/475

IMPORT REGISTRATION FEE: The Central Bank of Iran has announced that as from March 21, 1971, a 1½ per cent commission fee will be levied in addition to the existing 4 per cent registration of order fee. **EDB Ext. 420, 475**

Moon Brothers Ltd., manufacturers of steel drum, tin box and specialized sheet metal working machinery, recently welcomed some of their customers from abroad. Pictured from left to right are: Mr. D. R. Couche, of Moon Brothers; Mr. C. Nielsen and Mr. J. Andreasen of Dansk Lyddaemperfabrik A/S, a Danish motor car silencer making company; Mr. Rzek, of Alexandria Metal Products Company, United Arab Republic; Mr. B. Nicholas, area sales co-ordinator for Moon Brothers in USSR, and Mr. G. Taylor, sales director of Moon Brothers.

SUBSCRIPTIONS AND SALES

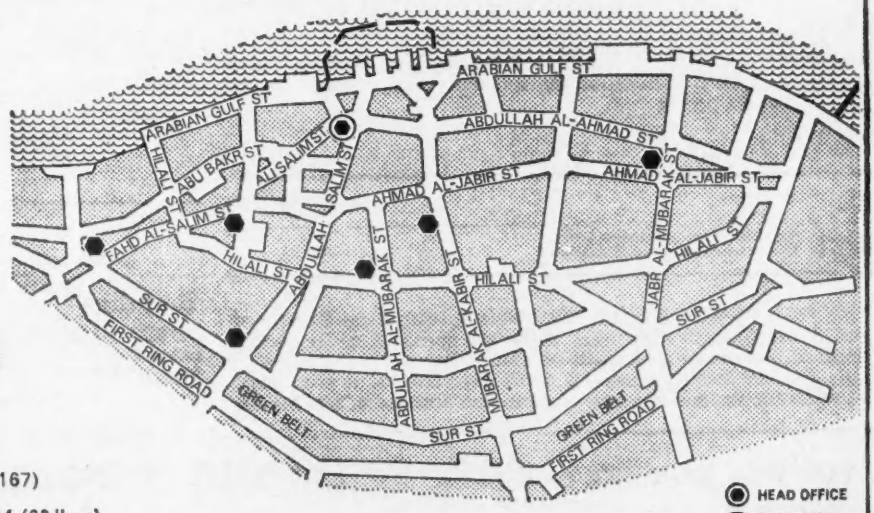
Readers are reminded that subscription and sales inquiries should be addressed to HMSO at any of the following addresses: 49 *High Holborn, London, W.C.1; 134 Castle St., Edinburgh 2; Brazennose St., Manchester 2; 35 Smallbrook, Ringway, Birmingham 5;* 109 *St, Mary St., Cardiff; 50 Fairfax St., Bristol* 1, 7-11 *Linenhall St., Belfast* 1; *or through any bookseller.*

We don't want you to get lost in KUWAIT CITY

So to help you find your way about, here's a map of Kuwait City.

And to help you even further. The National Bank of Kuwait provides the most efficient commercial intelligence service in the Arabian Peninsula.

They make sure that their clients never go wrong – consult the local bank with the largest published assets – The bank with a network of branches to serve you anywhere in Kuwait – they wouldn't want you to lose your way.



بنك الكويت الوطني ش.م.ك
تأسس عام ١٩٥٢

The National Bank of Kuwait SAK

Capital and Reserves: K.D. 18,829,742/-
Total Assets: K.D. 326,733,631/- (1K.D. = £1.167)

Head Office: P.O. Box 95, Kuwait. Telephone 22011 (20 lines)
Telex: National KWT 043 Telegrams: National Kuwait

Associates: United Bank of Kuwait, London The National Bank of Dubai, Dubai Rif Bank, S.A.L., Beirut

Israel

ROAD TRANSPORT REGULATIONS: The Israeli authorities have announced some new Road Transport regulations and these include the provision of safety belts and safety locks on vehicles, tests for exhaust fumes from vehicles with diesel engines and standard identification plates.

EDB Ext. 420/475

Morocco

CUSTOMS TARIFF MODIFICATIONS: The Moroccan *Bulletin Officiel* of February 17, published the following details of modifications to the table of customs duties (*ad valorem*) levied on imports into Morocco. The new rates came into effect from January 7.

Tariff No.	Description	Tariff General	Working
85.01	Electric generators, motors, converters (rotary and static) transformers, rectifiers and rectifying apparatus, inductors:		
C	Static converters including rectifiers and vibrating contact converters:		
1	In CKD form	30	7·5
2	Others	30	15
8 5.13	Electrical line telephonic and telegraphic apparatus (including such apparatus for carrier-current line systems):		
A	Head phones:		
1	In CKD form	30	5
2	Others	30	20
B	Other telephonic apparatus:		
1	In CKD form	30	10
2	Others	30	20
C	Others	30	20

EDB Ext. 420, 475

TEMPORARY SUSPENSION OF IMPORTS: The Moroccan *Bulletin Officiel* of February 17 announced details of a temporary suspension on imports into Morocco of certain parts and materials used in the automobile industry, except with the joint permission of the Ministry of Finance and The Ministry of Industry.
The tariff headings affected include:

(1) *In the assembly of tractors:*
ex 39.07 and ex 62.02, ex 73-32, ex 73.40, ex 87.06, ex 73.40, ex 85.04, ex 85.23, ex 94.04

(b) *In the assembly of vehicles for the transport of persons and goods under 2 tons 400 kilogrammes in weight:*
ex 32.09, ex 38.18, ex 32.12, ex 40.14, ex 58.08, ex 70.04 and ex 70.08, ex 73.32, ex 85.04, ex 87.06.

(c) *In the assembly of vehicles for the transport of persons and goods over 2 tons 400 kilograms in weight:*
ex 39.07, ex 40.05, ex 40.07, ex 40.14, ex 70.04 and ex 70.08, ex 73.32, ex 73.35, ex 83.14, ex 85.04, ex 85.23, ex 87.05, ex 87.06 and ex 94.01

This decree came into effect from March 18.

EDB Ext. 420, 475

Nigeria

EXCHANGE CONTROL: Legal Notice No. 18 of 1971 published in the Federal Republic of Nigeria *Official Gazette* of April 1 gave the following details of the Exchange Control (Payments for Import) Order 1971 which came into effect from that date:

EXCHANGE CONTROL ACT 1962
(1962 No. 16)

Exchange Control (Payments for Import) Order 1971

Exemptions under section 7 of the Exchange Control Act 1962, 1962 No. 16.

1. There shall be exempted from the provisions of section 7 of the Exchange Control Act 1962, anything done by the Central Bank of Nigeria (hereinafter referred to as 'the bank') for the purpose of any payment for imports, provided that the periods and conditions stipulated hereunder are strictly adhered to.

Prescription of periods for payments in respect of imports.

2. Consent of the Governor of the bank shall be given as respects:
(a) goods classified under Schedule 1 to this Order at the expiration of 90 days from the date of arrival of such goods in Nigeria;
(b) goods classified by the bank as 'capital goods' in accordance with the supplier credit terms arranged by the importer and authorized by the bank bearing in mind the guidelines in Schedule 2 to this Order; and
(c) other goods not classified under Schedules 1 and 2 at the expiration of 180 days from the date of arrival of such goods in Nigeria.

Citation, extent and commencement.

3. (1) This Order may be cited as the Exchange Control (Payments for Import) Order 1971 and shall apply throughout the Federation.
(2) This Order shall come into force on April 1, 1971.

SCHEDULE 1

Payment shall be made at the expiration of 90 days from the date of arrival in Nigeria, for the following items:
Day-old chicks
Milk
Salt
Cement
Sugar
Baby foods
Drugs and pharmaceuticals
Fertilizers and chemicals for agricultural purposes
Essential raw materials for industries.

SCHEDULE 2

The minimum credit terms which should be obtained for imported plant and machinery valued at over £25,000 are set out hereunder and the Central Bank and Authorized Dealers will normally release foreign exchange as follows:

(a) 5 per cent payable against documents or signing of contract;
(b) 15 per cent payable on delivery; and
(c) 80 per cent payable over the following periods:
Machinery and plant valued at:

(i) between £25,000 and £50,000	Payable in not less than a period of one year.
(ii) between £50,000 and £100,000	Payable in not less than a period of two years.
(iii) between £100,000 and £500,000	Payable in not less than a period of three years.
(iv) between £500,000 and £1,000,000	Payable in not less than a period of five years.
(v) Over £1,000,000	Payable in not less than a period of seven years or other special terms authorized by the Federal Ministry of Finance.

Payments for imported capital equipment, machinery and plant valued at less than £25,000 will be made as if such commodities were imported under Schedule 1.

EXPLANATORY NOTE
This note does not form part of the above Order but is intended to explain its effect only)

This Order replaces with effect from April 1, 1971 the current import restrictions imposed for foreign exchange purposes without prejudice to the future operation of specific licensing and the system of quota for protection specific local industries when the need arises.

EDB Ext. 471/2/3

PROHIBITED IMPORTS: Legal Notice No. 21 of 1971 published in the Federal Republic of Nigeria *Official Gazette* of April 1 gives details with effect from that date of the Import Prohibition Order, 1971. The effect of this notice is mainly to abolish Nigeria's system of import licensing to a large extent thus permitting the majority of goods to be imported without a licence. **EDB Ext. 471/2/3**

(*Continued on next page*)

AHMED AMIN ASSOCIATES (BAHRAIN)

Management Services and Area Agents for the ARABIAN GULF STATES

Our intimate knowledge of marketing conditions, future projects and present demands in a developing, economically stable region seeking sophistication is at your disposal.

Whether it is distributing, contracting or advertising, you will find our services of value, with frequent U.K. liaison.

AHMED AMIN ASSOCIATES (BAHRAIN)
P.O. Box 707, BAHRAIN, Arabian Gulf.
Tel.: 5193 **Cables: AHMED AMIN**

NIGERIA, *continued*

CUSTOMS TARIFF CHANGES: Legal Notice No. 19 of 1971 published in the Federal Republic of Nigeria *Official Gazette* of April 1 amends with effect from that date the First and Second Schedules to the Nigerian Customs Tariff Act, 1965, by altering the duty rates on 108 items and making minor changes to duty exemptions.

EDB Ext. 471/2/3

Pakistan

PESTICIDES: The President and Chief Martial Law Administrator of Pakistan has made an Ordinance to regulate the import, manufacture, formulation, sale, distribution and use of pesticides.

Copies of this Ordinance, called the Agricultural Pesticides Ordinance, 1971, as published in the *Gazette of Pakistan*, are available to British exporters.

EDB. Ext. 420, 475

New Zealand

TARIFF AND DEVELOPMENT BOARD REPORT: Copies of the following New Zealand Tariff and Development Board report have been received and are available from the Commercial Relations and Exports Division.

Tariff Item	Description
39.07.10	Flat discs or shapes of hardened casein suitable for use in the manufacture of buttons

CRE Ext. 2321

EMERGENCY PROTECTION AUTHORITY: Copies of the following New Zealand Emergency Protection Authority reports have been received and are available from the Commercial Relations and Exports Division.

Tariff Item	Description
62.03.02 62.03.09	Sacks and bags of jute, hemp or phormium tenax Other
90.26.29	Production meters

CRE Ext. 2321

CUSTOMS TARIFF INQUIRY – IMPORT LICENSING AFFECTING POST HOLE DIGGERS, ETC.: Following receipt by the New Zealand Minister of Customs of a report from the Emergency Protection Authority, the government has accepted the recommendation in respect of post-hole diggers of the auger type of less than 10 h.p., and auger type digging attachments for use with chain saws and has temporarily amended the Tariff in respect of these goods in the manner indicated in the First Schedule to this notice pending inquiry and report by the Tariff and Development Board. In accordance with the provisions of the Tariff and Development Board Act, the Minister of Customs has requested the Board to inquire into and report on what form of permanent protection, if any, is necessary in respect of these goods which, prior to the introduction of the temporary measures described in the First Schedule, were classified in the Tariff as set out in the Second Schedule to this notice. The Board will, in accordance with its normal procedures, conduct a public inquiry which will take place in Wellington on Thursday, June 17, 1971, at 10.30 a.m. Typewritten statements (12 copies) should be lodged with Mr. O. A. Black, Secretary, Tariff and Development Board, P.O. Box 5070, Wellington, New Zealand, not later than Thursday, June 3, 1971. 'Notes for the Guidance of Witnesses,' which indicate the kind of information required and the manner in which it should be submitted to the Tariff and Development Board, can be seen at the Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 468). Each statement of evidence will in general need to be presented under oath at the public inquiry by the person tendering it.

British producers are reminded that under Article 8 of the United Kingdom/New Zealand Trade Agreement, 1959, they are entitled to full rights of audience before this Tariff and Development Board. Any changes made are likely to remain in force for a considerable period; any exporters whose trade is likely to be affected are urged to

(*Continued on page* 162)

This British Leyland-built Albion Viking bus, designated VK41XL, is a specially extended wheelbase version of a standard Viking of which 50 are going into service with the Kowloon Motor Bus Company. There are seats for 40 and room for 23 standing. The buses are shipped out complete from the Scottish factories of Albion Motors, a member of British Leyland's Truck and Bus Division. Bodywork was supplied by Metal Sections of Dudley and shipped out in CKD form for local assembly by their Hong Kong distributor, Dodwell Motors. An interesting point is the fact that freight charges were greatly reduced by utilizing a flat platform built above the bus chassis on board ship enabling extra miscellaneous cargo to be carried.

FOR FAST OVERLAND SERVICE Car Carriers, Containers, Low Loaders, Box, Tilt and Refrigerated T.I.R. Trailers

GROUPAGE & FULL LOAD TO AND FROM

ENGLAND, HOLLAND, GERMANY, SCANDINAVIA, FRANCE, ITALY, SWITZERLAND

TURKEY, GREECE, BULGARIA, YUGOSLAVIA, ROMANIA, IRAN, IRAQ, KUWAIT, SYRIA, LEBANON, JORDAN, BAHREIN, ABU DHABI, DUBAI, MINA KHALID, DOHA, JEDDAH, RIYADH, DAMMAM, DHAHRAN, AFGHANISTAN, PAKISTAN.

ECONOMICAL RATES: SEA TO BEIRUT, ISTANBUL, ISKENDERUN, LATAKIA, HENCE BY ROAD: ABU DHABI, DUBAI, BAHREIN, KUWAIT, DAHRAN, DOHA, JEDDAH, RIYADH, AMMAN, DAMASCUS, BAGDAD

HEAD OFFICE: LONDON, GILLIES STREET, N.W.5. Tel. 01-267 3221. Telex. 267 717.

TOPKAPI **T.T.T.**

OFFICES IN: ROTTERDAM, PARIS, BASLE, HAMBURG, DUISBURG, MUNCHEN, TORINO, MILANO, PIREAUS, ISTANBUL, ANKARA, IZMIR, ISKENDERUN, MERSIN, TEHRAN, BAGDAD, DAMASCUS, LATAKIA, BEIRUT, KUWAIT

WAREHOUSING & CONTAINER DEPOT ALSO AT YOUR SERVICE

Britain's entry into the Common Market won't only affect Britain.

It's going to affect Australia and New Zealand as well.

As the latest trade bulletin from A.N.Z. Bank puts it:

"If Britain does join the E.E.C., Australia will ride the bump with less difficulty than New Zealand, but the impact on both countries trade will be considerable."

Britain joining the Common Market must raise many questions.

What will the main consequences be if Britain joins?

What will happen to U.K. exports and the Commonwealth preference tariffs?

Will Britain lose her competitive advantage for manufactured goods?

Will primary producers be affected?

These and other questions are discussed in the A.N.Z. Bank publication "Britain in the E.E.C., implications for Australia and New Zealand". Send the coupon for your free copy.

Please send me a copy of your Trade Bulletin "Britain in the E.E.C.".

Name_____

Address_____

_____

_____

Economics Dept., Australia and New Zealand Banking Group Limited, 71 Cornhill, London EC3V 3PR.

Australia and New Zealand means A.N.Z. Bank

NEW ZEALAND

The news travels

"Prime tourist target in Pacific area...greatest expansion potential..."

New Zealand's tourist industry is growing faster than the world rate; with no doubt at all, tourism is quickly taking its place as a vital factor in the economic growth of the country.

Tourist amenities and services are expanding to meet the demand.

Annual tourist figures will reach well over half a million during the next eight years; there was a 30% increase last year alone!

We know, because we are there, deeply involved in New Zealand's development—ready to help you too.

Meanwhile, why not study a copy of the latest edition of our 'Review of the Economic Situation in New Zealand' or our booklet 'Investing in New Zealand'? They are yours for the asking.

Over 200 branches and agencies throughout New Zealand.

The National Bank
OF NEW ZEALAND LIMITED

Our London Address:
8 Moorgate, EC2R 6DB. Telephone: 01-606 8311

NEW ZEALAND, *continued*

consider seriously the desirability of submitting evidence at the forthcoming inquiry. Firms proposing to give independent evidence through their agents in New Zealand or through the Director of the British Trade Association of New Zealand Inc., P.O. Box 2286, Wellington, New Zealand, telegraphic address 'Transtrade,' telephone: Wellington 43-706 (the BTANZ charges a fee for its services, the amount varying according to the work entailed and whether the trade association or firm is a member – details may be obtained from the BTANZ) and requiring further information should approach the Commercial Relations and Exports Division, quoting reference CRE 857/69.

First Schedule

Number	Description	Rates of Duty		
		BP	MFN	GEN
84.49	Tools for working in the hand, pneumatic or with self-contained non-electric motor:			
84.49.11	Diggers, auger type, designed for making post and other holes and having an engine rating of less than 10 horse-power; auger type digging attachments suited for use with chain saws	20%	40%	45%
84.49.19	Other	Free	20%	25%

Second Schedule

Number	Description	Rates of Duty		
		BP	MFN	GEN
84.49	Tools for working in the hand, pneumatic or with self-contained non-electric motor:			
84.49.09	Other tools	Free	20%	25%

CRE Ext. 2321

1971/72 IMPORT LICENSING SCHEDULE: The New Zealand import licensing arrangements for the year July 1, 1971, to June 30, 1972, have been announced. Allocations generally (i.e.) raw materials, components and consumer goods will be 107½ per cent of 1970/71 licences. Token licences issued on a value basis will be increased to 175 per cent and those issued on a quantity basis increased to 125 per cent of the previous year's level. The exemption proposals published last year (see *Trade and Industry* of December 2, 1970, page 411) have, with very few exceptions, been implemented.

EDB Ext. 401, 468, 469

CUSTOMS TARIFF CHANGES: The New Zealand Government has issued Customs Tariff Amendment Orders Nos. 2 and 5 which came into force on February 26 and March 19, 1971, respectively amending certain items in the New Zealand Customs Tariff. The Chapters concerned are:

84.49 and 62.03.

EDB Ext. 401, 468, 469

DIRECTORIES, WHO'S WHO PRESS GUIDES & YEAR BOOK
£1.50 plus Post 10p.

MALAYSIA
WHO'S WHO IN MALAYSIA AND SINGAPORE—$US10.00
8th edition out early 1971. More than 5,000 biographies of prominent people, with their photographs. Also detailed information about both countries. Only book of its kind in S.E. Asia. Excellent comprehensive reference guide, especially for educational institutions and business houses.
Copies of 7th adition (1969) still available. Price $30 (Malayan)

PUBLISHING & DISTRIBUTING CO. LTD.,
177, REGENT STREET, LONDON, W.1
Tel.: REGent 6534/5 Telex 21206 PUBDISCO

New Zealand and Australia

FREE TRADE AGREEMENT – CUSTOMS TARIFF INQUIRY: At the request of the New Zealand Minister of Overseas Trade, the Tariff and Development Board proposes to inquire into and report upon the question whether goods listed in the Schedule to this notice should be added to Schedule A of the New Zealand/Australia Free Trade Agreement. The Board will, in accordance with its normal procedures, conduct a public inquiry which will take place in Wellington at 10.30 a.m. on the dates shown in the Schedule to this notice. Typewritten statements (12 copies) should be lodged with Mr. O. A. Black, Secretary, Tariff and Development Board, PO Box 5070, Wellington, New Zealand, not later than the dates specified on the schedule to this notice. 'Notes for the Guidance of Witnesses', which indicate the kind of information required and the manner in which it should be submitted to the Tariff and Development Board, can be seen at the Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 468). Each statement of evidence will in general need to be presented under oath at the public inquiry by the person tendering it.

British producers are reminded that under Article 8 of the United Kingdom/New Zealand Trade Agreement, 1959, they are entitled to full rights of audience before this Tariff and Development Board. Any changes made are likely to remain in force for a considerable period; any exporters whose trade is likely to be affected are urged to consider seriously the desirability of submitting evidence at the forthcoming inquiry. Firms proposing to give independent evidence through their agents in New Zealand or through the Director of the British Trade Association of New Zealand Inc., PO Box 2286, Wellington, New Zealand, telegraphic address 'Transtrade', telephone Wellington 43-706 (the BTANZ charges a fee for its services, the amount varying according to the work entailed and whether the trade association or firm is a member – details may be obtained from the BTANZ) and requiring further information should approach the Commercial Relations and Exports Division. Ref. CRE 16678.

Schedule

Tariff Item	Description	Date of Public Inquiry	Date for Receipt of Representations
Ex 22.10.00	Apple cider vinegar	Friday, June 11,1971	Friday, May 28, 1971
Ex 48.15.09	Zinc coated electrostatic copy paper	Wednesday, June 23, 1971	Wednesday, June 9, 1971
97.04.01	Billiard tables	Friday, June 25, 1971	Friday, June 11,1971

CRE Ext. 2321

Ecuador

PRIOR DEPOSIT RATES ON IMPORTS LOWERED. The Ecuadorean Central Bank has reduced the amount of prior deposit on imports. The following new rates came into force on April 1, 1971:

Payment terms	0-90 days	91-180 days	181-270 days	271-365 days	1-2 years	2-5 years	Over 5 years
Prior import deposit percentage cif value							
List I	19.20	16.00	12.80	9.60	6.40	3.20	1.28
List II a	75.60	63.00	50.40	32.40	25.20	12.60	5.04
List II b	137.03	114.19	91.35	68.53	45.68	22.84	9.14
List II c	174.83	145.69	116.35	87.42	58.28	29.14	11.66
List II d	225.15	212.63	170.10	127.58	85.05	42.53	17.01

EDB Ext. 474, 476 or 7312

Peru

IMPORT LICENSING OF LIVESTOCK PRODUCTS: Peruvian Supreme Decree No. 32-71-AG of January 26, 1971 stipulates that the importation of livestock products shall require a prior import licence from the Ministry of Agriculture. **EDB Ext. 474, 476, 7312**

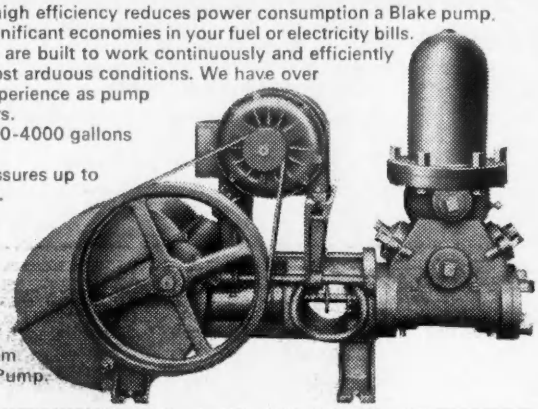
GENERAL INDUSTRIAL LAW – ADMINISTRATIVE REGULATIONS: Supreme Decree No. 001-71-ICDS, published in the Peruvian *Official Gazette* of January 26, contains the administrative regulations appertaining to the General Industrial Law, which was introduced on July 30, 1970 as Decree Law 18350. A notice

(*Continued on next page*)

Higher efficiency– lower power consumption with

BLAKE'S BOILER FEED PUMPS

Because its high efficiency reduces power consumption a Blake pump will make significant economies in your fuel or electricity bills. Blake pumps are built to work continuously and efficiently under the most arduous conditions. We have over 100 years experience as pump manufacturers.
Capacities: 60-4000 gallons per hour.
Working pressures up to 350 lbs. p.s.i.



Also makers of the Hydram Self-acting Pump.

Send for Brochure 660/65
JOHN BLAKE LTD., Hydraulic Engineers
P.O. BOX 43, ROYAL WORKS, ACCRINGTON, LANCS. (ENGLAND) BB5 5LP
TELEPHONE: ACCRINGTON 35441. TELEX: 63242.

INTERNATIONAL FREIGHT FORWARDERS
Require experienced
IMPORT or EXPORT CLERKS

(Male or Female) for their Commercial Department.

Previous commercial/rates/sales experience an advantage, but training will be given to suitable applicants. Only applicants who have previously been employed in International Shipping and Forwarding need apply.

Salary according to age and experience between £1,200 and £2,000 p.a.

Write with full particulars to
Box No. S7102
Trade and Industry,
Room D92, HM Stationery Office,
Atlantic House, Holborn Viaduct,
London, EC1P 1BN

MISCELLANEOUS ADVERTISEMENTS

30p per line, minimum £1.50 payable in advance Box No. 50p
Orders for advertisements should be addressed to **HM Stationery Office, Room D92, Atlantic House, Holborn Viaduct, London E.C.1.**
Replies to Box Numbers should be addressed to **Box No.—Trade and Industry, Room D92, Atlantic House, Holborn Viaduct, London, E.C.1.**

PACKAGE DESIGNER has spare capacity and offers his services to such companies that appreciate the importance of well designed packaging as a selling tool. Has won starpacks awards for surface design and construction. Single packs or family ranges developed. Box No. M12095.

TYRES OF ALL DESCRIPTIONS wanted and for sale. Large quantities of casings, etc., groovers and runners always available. Giants, passengers and aircraft. Douglas L. Charlett (Tyres) Ltd., 81/9 Cassington Road, Yarnton, Oxford, OX5 1QB. Kidlington 3017.

TYRES AND WASTE RUBBER. The Sterling Tyre Co. Ltd. are exporters of tyres and tubes and waste rubber. Huge stocks for sale, all grades and sizes, surplus new and good part-worn, repairable tyres, tyre casings for re-moulding, scrap tyres for industrial purposes expertly graded to customers requirements credit facilities available for approved customers. The Sterling Tyre Co. Ltd., First Avenue Montagu Industrial Estate, Edmonton, London, N.18. Tel. EDMonton 2150.

PERU, *continued*

outlining the main provisions of the Law was published in the *Board of Trade Journal* of August 19, 1970. Pending the availability of an English translation of the administrative regulations copies of the Spanish text, as published in the *Official Gazette*, may be loaned from Export Data Branch. **EDB Ext. 477**

Maple and Company Ltd., the international furnishing group, are to build and furnish an extension to the ground floor dining room of the Japanese Embassy in Kensington Palace Gardens, London, W.8. The 22ft. x 19ft. extension will make the existing 38ft. room one of the largest Embassy dining rooms in London, and both the outside style and inside furnishings of the extension have been carefully designed to blend in with the rest of the Georgian-style building. Maples, who in the past have designed and furnished many Embassy and State rooms all over the world, estimate that the extension will take four months to build, and should be finished by the end of July in readiness for the visit of their Majesties the Emperor and Empress of Japan.

FOREIGN EXCHANGE CONTROL REGULATIONS: Peruvian Decree Law No. 18737 published on January 20 amplifies and clarifies the laws and regulations relating to foreign exchange as laid down by Decree Law 18275 of May 16, 1970. Supreme Decree No. 004-71-EF published on January 21 annuls Supreme Decree No. 072-70-EF, also of May 1970. Details of the earlier measures referred to above were published in the *Board of Trade Journal* of May 27, 1970 (page 1487). **EDB Ext. 474, 476, 7312**

Peru and Colombia

CUSTOMS CO-OPERATION AGREEMENT: A revised list of some 700 items, which may be imported free of duty into the Departments of Loreto and San Martin in Peru and the Commissariats of Amazonas and Intendencia del Putumayo in Colombia under the Peruvian-Colombian Customs Agreement of May 10, 1938, was published on November 24, 1970. Concessions under this agreement apply not only to goods of Peruvian or Colombian origin, but to goods entering this jungle region from any source.
EDB Ext. 474, 476, 7312

Chile

AMENDMENTS TO IMPORT TARIFF: The Chilean *Official Gazette* of March 23 has removed the specific duty of 1.00 gold peso per kilo gross and increased the *ad valorem* duty from 40 per cent to 60 per cent of the c.i.f. value on 'articles of glass for industry' falling under Tariff No. 70.21.01.
EDB Ext. 474, 476, 7312

Canada

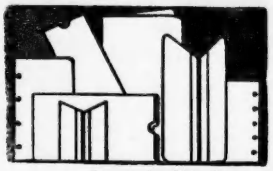
LABELLING OF FOODS, DRUGS AND COSTMETICS IN PRESSURIZED AEROSOL CONTAINERS: A notice was published in *Trade and Industry* of November 18, 1970, relating to Canadian Trade Information Letter No. 339 of September 28 which referred to new regulations requiring that disposable pressurized metal containers carry specific precautionary warning symbols and statements. The Canadian Food and Drug Directorate have now issued a further Trade Information Letter on the subject, No. 348 of March 24, 1971, which says that unforeseen delay in the passage of the regulations outlined in Letter No. 339 has arison but that it is anticipated that the regulations will be passed before June 1, 1971 and will take effect on that date. The Letter includes a statement of the Directorate's policy regarding the disposition of existing stocks of finished products and containers. It also states that full compliance with the new regulations will be expected at the retail level by March 1, 1972, but that full compliance is considered to include suitably overlabelled containers. **EDB Ext. 455/6/7**

ELEPHANTIDE *for all Oil Immersed Electrical Apparatus, such as*
TRANSFORMERS, SWITCHGEAR etc. Also PRESS PAPERS FOR CLOTH FINISHING
B.S. & W. WHITELEY LIMITED
Pool-in-Wharfedale, Yorkshire. Telephone: Arthington 2121. Telex 55103

Registered as a Newspaper. Published by Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1, for the Department of Trade and Industry, 1 Victoria Stree), London, S.W.1. Printed in England by Merritt & Hatcher Ltd., London. (K102) SBN 11 720472 2

BRITISH GOVERNMENT CONTRACTORS

These announcements are restricted to firms and companies on the lists of Contractors to H.M. Government Departments



PVC Wallets and Containers

Loose leaf binders, catalogues and price list covers, conference wallets, swatch covers, salesman's albums, document cases, pocket wallets, cheque book covers, travel document folders, transparent pockets etc.

Academy Plastics Ltd
25-29 Roundwood Rd., London, N.W.10
Telephone: 01-459 5277

Introducing the well-known range of

Lucy Harding REGD.

QUALITY PLASTIC WARE

Dustbins, Laundry Baskets, Food Containers, Waste Paper Bins, Swing Top Bins, Buckets, Pedal Bins, Fridge Boxes.

Prices and Catalogues from

COPE ALLMAN PLASTICS LTD.,
Fitzherbert Road, Farlington, Portsmouth, Hants. Tel. Cosham 70102

STEELTUBE

Precision Steel Tube for the AUTOMOBILE & FURNITURE industries.
Enquiries invited from all trades.

Barton Conduits Limited Walsall Staffs
Tel: Walsall 26581

BARTON

MAUN HAND TOOLS

The best to get hold of

Manufacturers of stationers punches, eyeletting tools, pliers etc.,
Contractors to H.M. Stationery Office, The Ministry of Defence and the G.P.O

MAUN INDUSTRIES LTD.
Mansfield, Notts. Telephone: 24525

POCKLINGTON & JOHNSON LIMITED

PRECISION SPRING MANUFACTURERS
in wire and flat strip section material

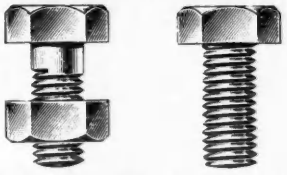
Registered Office :
74 Bridge Road East,
Welwyn Garden City, Herts.
Phone: Welwyn Garden 23845-9

London Office :
111 Clerkenwell Road, London, E.C.1.
Phone : 01-405 2468

Experience with special and orthodox materials
Quantity range from 'one off' to bulk production
Technical advice given without obligation

Enquiries answered without delay.

Bolts and nuts, screws, rivets, studs, studding, washers.
All sizes and types in any material.



Abis &Co (Birmingham) Ltd.
Dennis Road, Sparkbrook,
Birmingham, B 12 8BB
Trunk Dial 021-449 3781 (6 lines)

G K N Bolts & Nuts Accredited Stockist

General sheet metal workers, metal polishers to the trade

Cutting capacity 10′ × $\frac{1}{4}$″
Brake Press 10′ × $\frac{1}{8}$″

Leslie T. Clark
(Stainless Steel Fabrications) Ltd

Fresh Wharf, Highbridge Road, Barking, Essex.
Telephone: 01-594 5666-7-8

Member of the Stainless Steel Fabricators Association.

Screwing machines
For Bolts and Pipes,
Portable, for hand and power.
As used by railways, docks, public works and engineers.

James N. Durie & Co. Ltd.
106 Dockfields Road, Shipley, Yorks
0274 53388

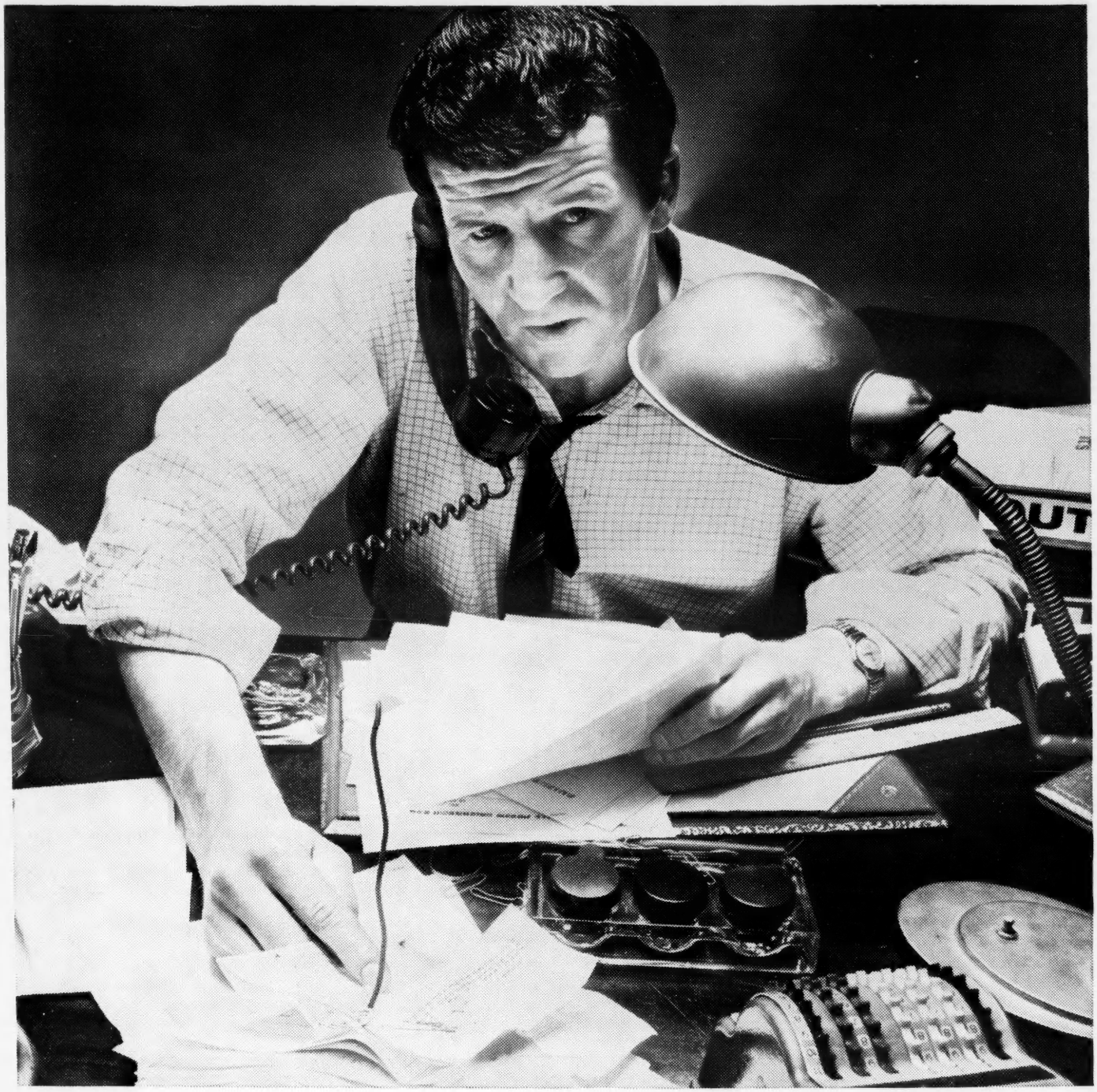
Fabricators in sheet steel and plate, stainless steel, aluminium.
Argon arc welding.
Tank manufacturers, Prototype work, Forming, dishing, louvring, nibbling, slotting and flanging.
8′ press brake capacity. Site welding.

C. E. Turner (Engineers) Ltd.
Linford Street, London, SW8
Telephone MACaulay 7118 and
Pensbury Works, Pensbury Place,
Wandsworth Road, London, SW8
Telephone MACaulay 2575/6

HARD ENAMEL BADGES ★ CUFF LINKS
CRESTED PEWTER TANKARDS
MEN'S WEAR ACCESSORIES
LEATHER AND PLASTIC BACKED CAR KEY FOBS

Custom made for sales promotion depicting company logos, trade marks, town crests, universities, etc.

MANHATTAN-WINDSOR GROUP
STEWARD STREET, BIRMINGHAM 18, ENGLAND
Telephone: 021-454 6404 **Telex: 338633**



Picture of an exporter getting his knees brown in Nairobi.

If your mother could see you now... She tells the neighbours you're winning an important contract which could even make a difference to the country's balance of payments and you move around the country wherever the mood might take you.

She doesn't tell them about those endless hours waiting for flights. That perpetual smile that you have to keep on your face when you're entertaining to the early hours day-in and day-out. The hours of paperwork you have to keep up with whenever you have a night off.

But still it's not all an uphill battle of bleary-eyed frustration. You're ecstatic when you win an order and you can always depend on us to help you cope with letters of credit, shipping documents, currency and all other money matters. By taking some of the administrative drudgery out of your life we give you more time to win the orders.

It might be simpler to stay at home and worry about that market. But you get a kick out of exporting and so do we.

BARCLAYS DCO

Exporters are special people. That's why we're a special bank.